

RACHEL GOODWIN



Sandler Lanz

Specialists in
executive coaching

Rachel is a highly-experienced executive coach who works with senior and up-and-coming business leaders across all sectors. The hallmark of her approach is an incisive intelligence which goes straight to the heart of the key challenges facing each client. By swiftly building rapport and providing a skilful balance of support and challenge, Rachel helps clients understand themselves in greater depth, play fully to their strengths and systematically address those behavioural patterns which may be hindering their performance and reducing their effectiveness in role.

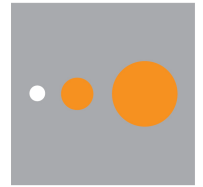
Rachel draws on a range of tools to help clients rapidly extend their self-awareness in key areas, including personality type, influencing styles and conflict management. The insights gained through this work are used to generate new behavioural strategies which the client applies back in the workplace; these are then reviewed, refined and embedded in the course of the coaching process. This approach has delivered significant, long-term benefit to a wide range of different executives and their organisations.

Rachel began her career in the television industry. During her ten years as a producer and director, she made documentaries for all the major UK broadcasters and won several UK and international awards. Rachel led production teams on UK and foreign projects and also worked as a development consultant within several independent television companies at a time of rapid growth and re-organisation.

Through leading and managing teams within a highly competitive industry, Rachel gained a powerful understanding of individual and interpersonal dynamics. This, combined with her longstanding interest in psychology, led her to seek an opportunity to use her experience in a wider business environment. After undertaking training in a portfolio of psychometric and developmental models, Rachel became an executive coach supporting senior individuals on their personal, professional and organisational journeys.

As well as coaching individuals, Rachel currently co-leads the design and delivery of two Sandler Lanz specialist programmes and an in-house client programme. These reflect her particular interest in helping clients develop a powerful and effective communication style:

- The *Senior Women's Impact Programme* – a short, tailored course designed to enable participants to broaden their influencing skills, build their self-confidence and communicate assertively, even when under pressure.



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- *Commanding the Room* – a workshop-based programme for high potential leaders which Rachel runs in conjunction with the Sandler Lanz voice and communication specialist.
- An intensive and targeted intervention for Managing Directors at a large investment bank designed to transform leadership presence and impact in a wide range of client and stakeholder situations.

A recent client described the impact of working with Rachel as follows:

“Rachel’s advice and support has been invaluable. Her insight and guidance have really clarified key issues for me and her honesty about areas in which I needed to change had a significant impact on my behaviour.”

Rachel has worked with a wide range of organisations including BP, Baker & McKenzie, Barclays Corporate, Barclays Bank, Ernst & Young, IKEA, John Lewis, Kingsley Napley, Morgan Stanley, Simmons & Simmons, the University and College Union, Vision Capital and Waitrose.