

Phil Jesson Profile



Phil's first job as an Army officer stood him in good stead for a career in sales and marketing that followed. As Phil puts it *"it was an easy transition because the four key strategies are exactly the same i.e. offence, defence, alliance and deterrence."*

Phil worked for the UK's workplace services provider Rentokil Ltd, Germany's media giant Bertelsmann and the Swedish consultancy firm Mercuri International where he ran their Birmingham operation and undertook major training and development assignments including many in Canada, USA and Brazil.

He set up his own business in 1988, which he now runs with his wife Joanna from their home in the middle of the Leicestershire countryside. Phil enjoys a *"pentathlon of exciting business interests and activities"*:-

1. **Speaking** - Phil is an expert on **"Partnerships with Key Accounts"** and **"Partnerships with People"** and has worked with many Academy groups and over 40 members on these two topics). He tailors the content and is highly flexible and responsive to the needs of his audience. His first business book *"Piranhas In The Bidet"* (which is *"part novel, part coaching manual and part ghost story"*) is soon to be published and will provide an entertaining and informative guide to support these two "Partnership" sessions. For more information see www.philjesson.com
2. **Consultancy** – Phil provides a range of training, consultancy and coaching activities to convert his clients' plans into a sustainable, profitable reality
3. **Director** - He is also The Academy's Director of Speaker Development and is involved in leading the way that speakers are selected, inducted and managed.
4. **NED** – Phil is a non executive director of Rapid Fleet, a newly launched car and van hire business in the Midlands.
5. **Academy Chairman** - Phil and Joanna also run three Academy groups together (LF9, ACE 42 and LF 42). They both enjoy co-running the groups and *"co-learning with a group of different but like-minded people"*.

Phil believes that he is the happiest man on the planet. His leisure time includes a passionate interest in Amnesty International, supporting the Friends of Chernobyl's Children charity and playing the drums.....*"I am the greatest drummer the world has never seen."*

He watches Aston Villa on Saturdays then often *"seeks counselling on Mondays!"*

Phil Jesson.com

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