Ian R Leath
Principal Associate, EQ4U Ltd

Ian's interest is focused on the application of emotionally intelligent leadership within the context of large blue chip multinationals, and particularly by those companies engaged in identifying, developing and winning major strategic business.

Selected Companies:
(business experience with)

Airbus Industries

AMRO Bank

BAA

BAe Systems

BMW

Bmi

BP Petroleum

Boeing

British Airways

EADS

GKN

IBM

Jaguar Cars

Lloyds Bank

Lockheed- Martin

Ministry of Defence

Rolls-Royce Aerospace

Shell

Smiths Industries

WH Smiths

Vickers Group

Virgin Atlantic

Previous Experience:
Having played at English Schools level, Ian stated his career playing professional cricket for Lancashire.

Following an injury he changed careers, moving first into the automotive industry with Jaguar cars where he held progressively more senior roles within the marketing and business development areas. He was then headhunted to be part of British Aerospace's drive into the commercial aircraft market sector.

He initially developed a number of key new business opportunities in The Americas, Pacific and Asia Regions. He was soon promoted to Business Director with a remit to '*energise*' the European market.

In this role was directly responsible for leading, directing and coaching the 40 strong team, who won amongst other substantial contracts, the then largest ever British commercial aircraft order. This contract had a major strategic impact on BAe and the industry, leading to a key competitor going out of business.

Then headhunted into Fujitsu were he played a similar role in identifying, developing winning major IT based business.

Recent Accomplishments:
Contributor to **'MINDCHANGE** – ***the power of emotionally intelligent leadership'***

Designed material and facilitated team development to senior military leaders at RAF Cranwell for MDP Management Consultancy Ltd, EQ leadership and team development consultancy.

Education, Qualifications and Professional Positions:
BA (Hons) in Philosophy, Politics and Economics. MBA - course work on global strategic management and economics. Fellow of the Royal Aeronautical Society. Graduate of the Oxford Air Transport Course. Qualified MCC Coach