

## Virginia Brown

### Background

Virginia is an experienced qualified executive coach with a focus **on improving business performance**. She applies her experience of consulting, sales and management skills – acquired in previous commercial roles – to the benefit of her clients.

Having spent fourteen years at BT in a variety of management roles, Virginia is well **versed in the complexities of organisational life**. She has worked globally, with large cross-functional and complex project teams.

As a coach, Virginia **helps bring structure and focus to her clients' thinking**, creating a disciplined space in which they can explore different possibilities and approaches to raise their performance. She has **considerable senior management experience** from working across a variety of sectors, coaching both senior individuals and teams from the communications, retail, public, finance and travel sectors.



### Qualifications and Credentials

- BA Politics
- MSc Occupational Psychology
- EMCC Practitioner Level
- Diploma in Marketing
- Strategic Management (Cranfield)
- Professional Life Coach
- Psychometric Tests including Myers Briggs Type Indicator & Occupational Personality Questionnaire

### Recent clients

Virginia's recent senior management coaching experience includes the Department for Children, Family and Schools, EDF Energy, O2, The Natural History Museum, National Grid and the Training, Transport for London and Development Agency.