

# Greg Searle

## Practice Director

Greg famously won a Gold Medal in the Coxed Pair alongside his older brother, Jonny, at the 1992 Barcelona Olympic Games. He was also a Bronze Medallist in the Coxless Four at the 1996 Atlanta Olympic Games and an Olympic Finalist in the Coxless Pair in Sydney 2000. Inspired by the 20 year anniversary of his gold medal, Greg launched his come back quest - aiming to compete and win a medal in the 2012 Olympics on home soil, aged 40



In recognition of his achievements, Greg became one of the youngest recipients of an MBE aged 20, announced in the 1993 honours list. In addition to his sporting credits, he also has a BSc (hons) Degree from Southbank University

Greg joined the British America's Cup Team as a Grinder in the 2002 Challenger Series



Greg has made numerous media appearances since 1992. He was a finalist on the BBC programme 'Superstars' in 2003 and a rowing coach on 'The Other Boat Race' in 2004 and ITV's 'The Games' in 2005

Alongside his role at Lane4, Greg is still actively involved with sport on a variety of levels and regularly participates in fundraising activities for children's charity SPARKS. He is married to Jenny and has two young children, Josie and Adam



**Greg Searle** is a Practice Director and accredited coach at Lane4. He draws upon his experience of elite performance to deliver senior level coaching to business. Greg's strength lies in developing teams of consultants to deliver leadership development programmes.

### Areas of specialism include:

- Performance Leadership
- Team Development & Motivation
- Performance Coaching
- Psychological Preparation for Performance

### Clients include:

**Honda** - Dealer Principle Development Programme

**HBOS** - Top Team Development Programme

**Nestlé** - Leadership Development Programme

**Coca-Cola Enterprises** - Coaching Programme (Workshops and 1:1)

**Dresdner Kleinwort** - Corporate Athlete Programme

**JP Morgan** - Leadership Development

**Carphone Warehouse** - Exec and Senior development facilitation

**BT** - 'The Difference is You'

**CCE** - 'Leading to Win' and coaching

Numerous conference speaking client events including **Currys, Simons, Subway**

# Lane4

Consulting

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# Greg Searle

Practice Director



**Greg Searle is a Practice Director at Lane4. Drawing upon his extensive commercial experience and elite sporting background, Greg leads Lane4 consulting teams to deliver performance development programmes for our clients. He specialises in the fields of leadership and team development and balances his own consulting role with an internal priority to support Lane4's pool of senior consultants.**

## Leadership Development

Greg works with senior executives to facilitate effective communication and improved performance. In partnership with a large manufacturing company, he has developed a Lane4 team and internal facilitator group to design and run a 'Lead2Win' programme for the organisation's top 1000 leaders including Lane4's core product offerings and diagnostic measurement. Through Return on Investment (ROI) measures he works with clients to demonstrate how leadership development impacts on employee engagement and performance across a number of industry sectors. Greg supports Account Directors in programme design, often delivering key elements and working alongside the company Board.

## Team Development

Greg works in partnership with clients to develop teams across multiple business areas and levels. He has worked with senior leadership teams and company boards and has consulted in the manufacturing, retail and financial sectors. In the financial services sector, Greg has designed and delivered focused development events for internal and diverse teams to facilitate communication and enable them to set direction for the business and for themselves. In a global car manufacturer, Greg has worked with UK leadership teams to develop a High Performance Environment in dealerships around the country. Drawing on Lane4's HPE Scan he has helped the organisation establish a set of High Performance Environment KPIs.

## 1:1 Coaching

Greg is a senior executive coach with extensive cross sector experience. His clients have included board members and Managing Directors. Results include coaching to communicate a compelling vision, thrive in pressurised environments and dealing with team conflict. His 1:1 work at a global FMCG organisation has supported them with their annual development planning process.

## Internal Client Events

Greg is an accomplished and engaging public speaker and is currently involved in various large scale events for a number of clients. Drawing on his Olympic experience, Greg is able to share his elite performance stories to engage and inspire business executives. Events include exploring Mental Toughness with 2000 leaders at a top tier Olympic sponsor, challenging retail store managers to get the most from their people and discussing the merits of team and employee engagement with leaders at another large UK retailer.

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