



JULIAN GOODES

DELIVERY CONSULTANT

A BIT ABOUT ME

I have been working as a corporate trainer, executive coach and facilitator in Greater China for over 18 years. In 2018 and 2019, I won the best trainer of the year award (training services in China). I'm currently serving as an adjunct professor at Fudan University (Fudan International MBA & Masters Programs).

MY VALUES

Drawing on 18 years of Greater China & APAC region training experience, Chinese language and cultural awareness skills, I am passionate about delivering practical training solutions that yield results. Feedback from my workshops average over 90%.

I'VE WORKED WITH...

- PWC
- Ebay
- UBS
- Dow Chemical
- Coca Cola

POSITION

DELIVERY CONSULTANT

CORE SKILLS

- NEGOTIATION SKILLS
- COMMUNICATION SKILLS
- LEADERSHIP DEVELOPMENT
- EXECUTIVE PRESENTATION SKILLS
- LEADING ACROSS CULTURES
- GLOBAL TEAM BUILDING

BACKGROUND

I began my professional career at one of the big four management consultancies in London. Several years later, I moved to Shanghai where I co-founded a multi-million RMB training consultancy and was responsible for many aspects of the business from training trainers, recruiting staff and HR to sales and marketing.

I specialise in negotiation skills training as well as communication skills, leadership development and executive presentation skills.

QUALIFICATIONS & CERTIFICATIONS

- Accredited facilitator in Advanced Credit Negotiation Skills (ACNS)
- BA (HONS) Chinese & Business Studies
- Certified Facilitation Skills (TAP)
- Professional Coaching Program (ICA)
- Leading & Coaching Across Cultures (COF)
- D.I.S.C (TTI INSIGHTS)
- Action Learning Foundations (WIAL)

LANGUAGES

- English
- Mandarin

WILLING TO TRAVEL

Yes