



# SAM FURNESS

**DIRECTOR**

## A BIT ABOUT ME

As a Director of Actualize, I'm always focused on the future of people development. Additionally, I'm the Head of Faculty for The Academy, a team of associates that work with Actualize, so I work to develop my own people as well as my clients.

## MY VALUES

My values regarding Learning & Development follow the Head/Heart/System/Body principle. To help develop people you need to share the tools (Head), connect to the content emotionally (Heart), provide support in the structure to succeed (System) and provide opportunities to practice (Body).

## I'VE WORKED WITH...

- HSBC
- BNP Paribas
- AXA
- DBS
- Yum! Brands

## POSITION

**DIRECTOR**

## CORE SKILLS

- COMMUNICATION & PRESENTATION
- SALES TRANSFORMATION
- NEGOTIATION SKILLS
- LEADERSHIP DEVELOPMENT
- CULTURE CHANGE
- BUSINESS SIMULATIONS
- DIVERSITY & INCLUSION
- SOCIAL IMPACT
- CLIENT SERVICE EXCELLENCE

## BACKGROUND

Before entering the Learning & Development space over seven years ago, my career was focused in the finance industry, working in offshore corporate and private wealth administration. I became fascinated by the power of effective soft skills when dealing with sales, negotiations and general communication.

I embarked on my career in Learning & Development with a global consultancy where I learned the trade but also where I had the most to offer in the industry. I then co-founded Actualize to pursue this.

Within Actualize I am responsible for Design, managing Faculty, our Academy and Delivery. I have worked with a number of multinationals across a range of Industries. .

## QUALIFICATIONS & CERTIFICATIONS

- Accredited in Advanced Credit Negotiation Skills (ACNS)
- Neuro-Linguistic Programming
- Time Line Therapy
- Visual Facilitation
- Innogreat's The Box
- Heartstyles Life Indicator Accredited Facilitator & Coach

## LANGUAGES

- English

## WILLING TO TRAVEL

Yes