

ANDREW STEAD

Leadership Transformation

ANDREW STEAD
BIOGRAPHY

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BIOGRAPHY

ANDREW STEAD IS AN INTERNATIONALLY RENOWNED SPEAKER, FACILITATOR AND COACH.



After Cambridge University he spent a decade at Goldman Sachs where he ran their \$70mm European Convertible Bond Trading business. He then set up and financed a multi-million dollar environmental business with over 200 employees, becoming the largest independent provider of energy certificates in the UK.

Since 2009 he has dedicated his time helping individuals and organizations improve their Health, Wealth & Happiness.

Delivering Motivational Speeches, Workshops and Coaching, Andrew tackles the challenges of Stress & Burnout; Motivation, Engagement & Retention; Productivity & Performance; Well-being, Resilience & Leadership.

Drawing from east and west, ancient and modern, he takes the best science, wisdom, business and leadership to dazzle audiences with his unparalleled mix of commercial and cultural experience, Well-being and Resilience expertise, and personal and inspirational stories. He shares the Knowledge, Tools and Results that truly work.

His clients are the top executives and largest corporations around the world including Morgan Stanley, Goldman Sachs, Barclays, HSBC, The UK's National Health Service and Rupert Murdoch's News Corp.

His interventions are fun, entertaining and thought provoking, leaving his clients inspired, enthused and energized, always wanting more, their lives touched, reinvigorated, transformed.

In 2015 he moved to Asia to bring his to expand his business in the most vibrant and rapidly developing countries in the world.

Continuous effort, not strength or intelligence, is the key to unlocking our potential
– **Sir Winston Churchill**

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CURRICULUM VITAE

- Andrew was born in Leeds, educated at Leeds Grammar School and read Management Studies at Cambridge University.
- Upon graduation he worked for the world's premier investment bank Goldman Sachs trading financial instruments and derivatives for almost a decade, working extensively across Europe, North America and Asia.
- After heading a trading desk of over 30 people he left the City to pursue broader interests, qualifying as an Executive Coach and teaching Financial Investment Analysis at Cambridge University.
- Subsequently he conceived and established an environmental services business to help reduce the carbon emissions from buildings. He grew the organisation to over 200 employees becoming the largest independent supplier of energy certificates in the UK.
- Since then Andrew has engaged his unique and diverse knowledge, expertise and skills directly in subjects he has deep personal interest - Resilience and Well-being.
- He delivers Keynote Speeches, Programmes and Coaching to a global audience with a focus on Financial Institutions. He transforms the lives and organisations of those he works with through Knowledge, Tools and Results.

PROFESSIONAL EXPERIENCE

CONVERTIBLE BOND TRADING – GOLDMAN SACHS

1995-2004

- Almost a decade trading Convertible Bonds and derivatives at one of the most highly profitable and highest ranking trading desks on Wall Street.
- Head of European Convertible Bond Trading from 2000 with responsibility for \$70m revenue business including franchise and primary activities.
- Transformed business from loss making (-\$4.9m 2001) to significant profit (+\$18.8m 2003), doubling trading revenues over 2 years.
- Developed #1 ranked customer franchise, as rated by Institutional Investor surveys.
- Cultivated new and existing relationships with top corporate, institutional and hedge fund clients globally. Advised on strategy, capital raising, investing, hiring and marketing.
- Prepared and implemented business strategies including recruiting, developing and compensating over 30 team members. Created a new trading team from scratch in 18 months.
- Experienced and highly profitable trader in equity and fixed income products in Europe, North America and Asia. Traded convertible bonds on a customer and proprietary basis across all commercial sectors.
- Lived and worked in Tokyo, New York and London, with extensive travel to meet clients and internal teams.
- Selected as a Global Emerging Leader and participated in division Mentoring programme. Frequently made presentations to senior management, new graduate and cross-divisional product training programmes. Attended courses in 360° performance reviews, diversity training, interview techniques and sales skills.

PROFESSIONAL EXPERIENCE

EXECUTIVE COACHING

2005-2006

- Coached executives, leaders and high performers in variety of business sectors.
- Predominantly financial services clients from Banking, Consulting, Accountancy and Private Equity.
- Individual assignments from McKinsey, Bain, Apax, Ashurst, G-Log and Goldman Sachs.

LECTURER & SUPERVISOR - CAMBRIDGE UNIVERSITY

2006-2007

- 'Finance and Investment Analysis' Supervisor at Cambridge University.
- Module leader in 'Investment Valuation and Portfolio Theory' for Investment Property Forum.

FOUNDER & CEO - VIBRANT ENERGY

2006-2009

- Conceived, researched and established new environmental services venture.
- Responsible for all aspects of leadership including strategy, financial planning and recruitment.
- Built detailed financial model and controlled all financial components of the business.
- Raised debt and equity capital totalling £3m from bank and venture capital investors.
- Developed key relationships with clients, government stakeholders and financial backers.
- Rapidly grew business to annual turnover of £2.8m with over 200 employees.

FOUNDER & CEO – YOUR DAILY BREAD

2010 -

- Internationally renowned Speaker, Facilitator and Executive Coach on Resilience, Well-being and Happiness.
- Creates value for a spectrum of stakeholders encompassing leadership, government, institutions, organisations, communities and individuals.
- Clients include Morgan Stanley, HSBC, Deloitte, News Corp, and Experian.
- Media appearances on BBC Newsnight, Radio 2, TED, Evening Standard & The Times.
- Enthusiastic and engaging individual with a genuine passion and proven ability for motivating people, influencing change, educating, communicating and making things happen.

EDUCATION AND QUALIFICATIONS

- Diploma in Executive Coaching from Middlesex University / AoEC 2006
- University of Cambridge, Magdalene College 1991 - 1995
BA & MA, Management Studies from Judge Business School:
Upper Second Class
- Leeds Grammar School: 4 A Levels, 10 GCSEs 1980 - 1990

WHAT I DO



- EXECUTIVE COACHING -

I COACH LEADERS, ENTREPRENEURS AND ELITE TALENT IN THE WORLD'S LARGEST AND MOST SUCCESSFUL ORGANISATIONS

Outcomes: fast track to superior leadership skills, exceptional performance and personal growth. Improved work-life balance, greater effectiveness and execution.



- SPEAKING -

I INSPIRE AND MOTIVATE AUDIENCES AT CONFERENCES, EVENTS, MEETINGS, TEAM OFF-SITES AND AWAY DAYS

Outcomes: Thought provoking, interesting, lively and fun, people walk away inspired, enthused and ready to make change.



- WORKSHOPS -

MY WORKSHOPS COMPRISE EVIDENCE BASED, EXPERIENTIAL KNOWLEDGE AND PRACTICAL TOOLS THAT ACHIEVE OUTSTANDING RESULTS

Outcomes: participants experience new skills for home and office. Improved employee, leadership and customer satisfaction and performance



- OFFSITES & RETREATS -

I RUN EXCLUSIVE OFFSITES & RESIDENTIAL PROGRAMMES FOR EXECUTIVES TO RELAX, RESTORE AND REJUVENATE

Outcomes: our privileged guests recharge, refuel and re-engage. They leave reconnected and revitalized, ready to lead a balanced, fulfilled, happy and prosperous life.

You don't learn to walk by following rules. You learn by doing, and by falling over
- **Richard Branson**

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SELECTED CLIENTS

News Corp *Cartier*



Morgan Stanley **Jefferies**

Deloitte.



ATKINS

WHAT PEOPLE SAY

- SPEAKING -



Women in Finance

'REGAINING RESILIENCE' – SINGAPORE

The entire 90 minute session was a lot of fun, interactive, full of information and extremely useful tangible life tools. It was the perfect mix of education but also practice with the group on how to use such tools in real life scenarios

- Rachel, Apollo Asset Management



THE FUTURE OF WORK – LONDON

Spot On! Thought provoking view of the 'Future of Work.' Looking forward to seeing much more.

- Ricky, Founder & CEO, T-Sticks Of London



GITNB ASIA, SINGAPORE

Andrew is a phenomenal public speaker. From the moment he walked onto the stage he had captivated the entire audience with his presence and clarity of thought. In just 20-minutes, attendees went on a meaningful journey, with actionable insights and true inspiration

- Stefanie, Founder Green Is The New Black Asia

- WORKSHOPS -



BARCLAYS

WOMEN'S INITIATIVE NETWORK – SINGAPORE

Thank you for the sharing. It brings out a deeper level of awareness and my own thoughts. Two hours just flew by when you are having fun and learning.

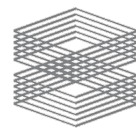
- Doreen, Treasury APAC



'REGAINING RESILIENCE' – LONDON

Fantastic contribution to our Leadership Away Day event. Inspiring, fun and action packed

- Nancy, Regional Director NIHR Clinical Research Network



TISHMAN SPEYER

WELL-BEING DAY KEYNOTE – LONDON

I'd like to say a big thank you for coming in yesterday and for doing a great job in engaging the group with the topic, as well as giving us some practical tools. It was much appreciated, and people were really positive.

- Emma, Head of Human Resources

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WHAT PEOPLE SAY

- OFFSITES -

- COACHING -

News Corp

**LEGAL & COMPLIANCE LEADERSHIP
OFFSITE – LONDON**

Thank you for your workshop today. It was exactly what I wanted, a very good balance of science and practical tips and allowed us to have discussions we've never had before. Thank you for holding the space for us.

- Emma, General Counsel and Executive Board member

Deloitte.

**HI-PERFORMANCE
PROMOTION**

Just a quick note to let you know that Deloitte's board approved my promotion to partner this week. The fact that I have made it is in large part due to the resilience that I built up under your tutelage, so thank you

- Margaret, Partner, London



HSBC

'REGAINING RESILIENCE' – HONG KONG

Big thank you for running the workshop at our Off-Site. Overall the team enjoyed it and found it very useful. So thanks to you again!

- Head of Human Resources, Special Projects, Hong Kong

InventiAir

**RAPID BUSINESS GROWTH
& PERSONAL PURPOSE**

Andrew has one of the most brilliant brains in the world and I am blessed to spend one hour with it each week. It is the best investment I ever made

- Martin, Founder & CEO, Sweden

Morgan Stanley

**'OPTIMIZATION THROUGH CREATIVITY &
MOTIVATION' – HONG KONG**

Good work covering so much in 2 hours. I covered similar material in a full MBA subject! Well Done!

- Bill, Executive Director and Legal Counsel

Cartier

STRATEGIC CAREER DIRECTION

Insightful, trusting and thought provoking, I would be delighted to warmly recommend Andrew

- Regional Managing Director, Singapore

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IN THE MEDIA

THE  TIMES



BBC
RADIO



efinancialcareers

 *The Billionaire*
MAGAZINE

square mile
THE VOICE OF THE CITY

CITY A.M. ShortList



YAHOO!
SMALL BUSINESS

Healthy
FOR MEN

Frost Magazine
A Thinker's Lifestyle Magazine