
Richard Grossi

Coaching Profile: 2020

With 18 years' experience in a range of organisations as a brand manager and strategic planner, Richard Grossi brings a wealth of knowledge of both people and organisational development. Drawing on his Master's Degree in Business Leadership, Richard is well versed in organisational dynamics and the importance of fostering confidence



in the workplace. Richard is an International Coaching Federation certified Ontological Coach with a Graduate Diploma in Ontological Coaching and Leadership. Richard is KZN's Discipline Head for Vega's Brand University's B. Com and B.A. Honours programs where he also lectures part time in Strategic Communication, Innovation and Brand Management. Having the privilege to work alongside the future leaders in Business provides him unique insight of the changing face of the workplace.

Based in Durban, Richard works as an executive, team and relationship coach. His focus is on enabling people to harness their inner resources as a foundation for further personal and professional growth. In the work environment, clients who work alongside development coaches find they become more productive, effective members of organisations.

Executive Coaching:

Richard's focus is on supporting ongoing professional, personal growth and development. As an Ontological coach, Richard believes that coaching is about learning new ways of observing one's self, others and the world. Learning to become a new observer of language, moods and emotions creates new possibilities to produce shifts in one's self and enables individuals to become more resourceful and dynamic members of any organisation. He skilfully supports his clients to clarify their objectives and to work towards achieving them.

Relationship Coaching:

Richard works with business and professional partners to communicate individual and shared values, vision and goals. He is skilled in resolving interpersonal conflicts. He assists partners to understand each other's motivations and how to optimise their business/ team relationships.

Coaching new entrants to the workforce:

Drawing on his experience from lecturing new generational leaders, Richard is passionate about coaching young people who are undertaking internships or who are new employees to the workforce. His experience in skills development and insight into personal branding has proven to boost new employees' confidence, job satisfaction and overall work readiness.

Linked-In profile: <https://www.linkedin.com/in/grossirichard/>