

X XCHANGE
UK

Hosted by:
CRN

#XCH23

15:15 - 15:45

Keynote Panel: Size Doesn't Matter -
Culture Starts with One



YVONNE MATZK
Founder,
Coachere Ltd



NATALIE HAILEY
People Services
Director,
CAE Technolo
Services Ltd



RICHARD
WYN GRIFFITH
Chief Commercial
Officer, Softcat



KELLY WHITE
Chief People Officer,
Natilik



CONSULTING SERVICES

INSPIRE | EMPOWER | IMPROVE

COACHERE
Coach and Consult

BACKGROUND

To Improve is to Change

Whether you're an individual or a business, you must change yourself or your organisation to improve. Making change is not easy, but it is necessary to evolve and grow, especially in today's world.

Coachere works to increase the self-awareness, resilience, confidence, and performance of professionals in sales, solutions, partner management, executive leadership positions, business leaders, and entrepreneurs.

We combine over 40 years of experience in sales, partner management, services and executive leadership positions in the IT channel with various coaching techniques and methods, either by purpose-built workshops or one-to-one or group coaching and mentoring.

Our Core Values

- **Honest** - We always speak the truth and take action in a way that is genuine and sincere.
- **Inclusive** - Everyone should have access to the same opportunities, no matter what your gender, race, or social demographic.
- **Encouraging** - We make everyone feel part of someone, to always feel part of something and treat everyone with respect.
- **Accountable** - We hold ourselves and those we work with accountable, deliver on our promises and commitments,
- **Fun** - We enjoy what we do and make our coaching and learning experiences fun.

Our Why

“To inspire and empower others to be courageous, so that they realise their full potential and are the best version of themselves”

Yvonne Matzk RCC™ - CEO & Founder





1. Channel Consulting

Having had a successful sales, partner management and leadership career in the technology industry for over 25 years, I work with organisations to build the perfect ecosystem go-to-market value propositions.

Using my extensive knowledge of the IT channel and proven track record of building global award-winning partner practises, I work with organisations who want to understand the UK, EMEA and global partner dynamics.

Having been a member of numerous Partner Advisory Boards, including IDC, I have an extensive network of senior-level contacts across Vendors, Distributors and MSPs. Utilising this network, I work with organisations that want to accelerate their relationships with strategic partners in the UK.

“ Through a recommendation, we came across Yvonne. Her extensive knowledge of the channel, vast network of senior-level contacts across vendors and distribution, and previous experience asked her to consult on the project. Yvonne conducted an initial discovery session to scope out the project. She helped us identify the priority areas of the project, along with the ones that would have the most significant impact. Yvonne then worked with us to kick off the project, and because of her extensive knowledge and network has helped us accelerate and fast track to where we are today by holding us to account and pushing us forward. ”


Liam Delaney - Sales Director-CACI Ltd

Key Details

Perfect for:

- Organisations looking to build out the perfect ecosystem, joint go-to-market value propositions.
- Organisations who want to accelerate their strategic relationships with partners in the UK IT Channel.
- Organisations who want to understand the UK, EMEA and US Partner Landscape

Delivered:

-  ✓ In Person
-  ✓ Virtual

Duration:

-  N/A



2. Corporate Consulting and Advisory

Having led a partner management and marketing division with revenue responsibility of over \$1.1bn, which grew organically and through acquisition, I work with organisations to help them navigate the growing pains that come with growing and scaling out an organisation.

We are highly experienced in re-structuring teams, making them "best in class", and understanding the challenges faced when integrating processes, roles and groups created by mergers and acquisitions.

Having also been part of the global integration team, responsible for the integration of Kelway, a UK and international business, with CDW, one of the world's most prominent global IT solution providers, I have first-hand experience with integrations across different cultures and geographies.

“ We used Yvonne’s coaching, mentoring and advisory services and would not hesitate to do so again. Quite aside from her expert knowledge from her years of flying high in the channel, her approach is second to none. We will be working with Yvonne in the future with a broader remit across the entire business. ”
Paul Shannon - CEO - OBT Advisory

Key Details

Perfect for:

- Organisations looking to grow and scale their teams to support future growth.
- Organisations who want to restructure teams, integrate processes, roles and groups creates through mergers and acquisitions.
- Organisations who want to integrate teams across different geographies.

Delivered:



✓ In Person



✓ Virtual

Duration:



N/A



3. Coaching Culture

Talent attraction is critical to establishing a high-performing and successful business, and personal development is necessary for talent retention. Coaching is the perfect solution to enhance your internal capabilities and support your leadership team.

Coachere makes coaching your top talent more affordable and accessible. By providing a regular coaching engagement, we can become an extension of your team, increase the performance of your talent and help make your organisation stand out from the crowd.

We can also work with you to build your internal mentoring programme and provide the training and support to be successful.

“ Coaching is something that we have always been very passionate about at CAE, our culture relies on it! However, as we grow and evolve, it becomes a bigger challenge to weave coaching conversations through all teams across the business. Yvonne has a way of building strong, trusted relationships in a short space of time – something that made her the ideal partner for our Coaching Conversations training. As such, several of our people offboarded their internal coaching journeys by joining Yvonne in a sequence of tailored coaching workshops. These workshops were critical to ensuring that the coaching culture at CAE deepened within teams. The delegates have gained a mentor in Yvonne; by offering support, advice and words of wisdom Yvonne has really helped the team grow and think differently outside of just coaching skills.

Natalie Hailey - People Services Director - CAE

Key Details

Perfect for:

- Organisations looking to create a coaching culture, retain and develop talent.
- Organisations that want a more consistent and affordable coaching.
- Organisations that want to build out their own internal programmes.

Delivered:

-  ✓ In Person
-  ✓ Virtual

Duration:

-  N/A

NEXT STEPS

For more information, or a free discovery call contact us at:

Email: info@coachere.com

Call: 07793 774403

www.coachere.com

