

# The Preston Associates

EXECUTIVE COACHING SPECIALISTS

**ROSS SOMMERVILLE**  
**ASSOCIATE, EXECUTIVE COACH**

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Ross has an engaging coaching style, drawing on extensive senior leadership experience within global commercial organisations. Solutions focused, he is both empathetic and challenging in order to help the client realise their true performance potential. Trust is an essential part of his coaching relationship. Ross has a strong cultural sensitivity and international focus, having worked across a wide range of countries and regions. He has worked with senior business leaders right through to young business entrepreneurs.

## Experience

Ross brings over 25 years of senior executive experience to his coaching through roles with international organisations such as Baxter Healthcare and ResMed. After completing his MBA, Ross' career developed through increasingly senior commercial and general management roles. At ResMed, Ross transformed its UK business, growing sales eight-fold in his time there. He initiated an innovative new direct-to-patient channel to help drive engagement and ResMed's market leadership position – others in ResMed were quick to follow. He successfully led and developed businesses across a diverse range of European regions (Benelux, Eastern and Southern Europe, Turkey and South Africa) opening-up new channels and achieving above-target sales growth. He has successfully led teams through significant organisational change. Ross has a deep understanding of large corporations and how increasingly competitive environments require a mindset which welcomes change and adapts accordingly. He has always been focused on developing talent to drive positive change and achieve results.

Ross spent his early career in government policy roles both internationally with the OECD in Paris as well as nationally in Australia.

Ross is a non-executive Director with OBN (UK) Ltd which is the key UK membership organization representing innovative lifescience companies in the UK. He is also a volunteer business mentor with the Princes Trust supporting young entrepreneurs.



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## **Education, Qualifications, Professional Memberships**

- Postgraduate Practitioner Diploma in Executive Coaching from Academy of Executive Coaching (validated by Middlesex University).
- Member of International Coach Federation (ICF) and European Mentoring and Coaching Council (EMCC)
- MBA, Australian Graduate School of Management
- Undergraduate degree in Urban Economics, University of New South Wales