



Spike McKenna – Associate Consultant

Personal Profile

Spike originates from Zimbabwe where he was born and bred. Always a sportsman, he played rugby for the country in the 1970's participating in the Currie Cup challenge, South Africa's premier provincial tournament. Spike also served as Territorial Army soldier for 12 years spending many weeks each year in the bush.

He immigrated to the United Kingdom in 1986 and has held several senior positions in two freight forwarding and third party logistics companies including sales director for 5 years and managing director for 7 years.

With a background in sales and leadership and a keen interest in developing people, Spike used much of his time in senior management facilitating training sessions to help grow people to their full potential. In recent years he has moved into a full time European sales training position which entails developing sales people in techniques as well as building confidence and having a more positive attitudes to ensure improved business results. He has been educated in training through a number of courses and studies the discipline through reading the right books.

Spike has developed as a Business and Personal Coach studying through an UK coach training organisation and is currently awaiting the results of his Post Graduate Certificate examinations from the University of Chester. His development as a coach has brought widespread improvement in Spike's ability to develop people in various areas from sales success, to leadership and performance management.