

MARGARET TOWNSEND

“Coaching enables executives to make sense of complex lives, and find more balance, fulfilment and success”

Executives are often ruled by the demands of their jobs, and feel burdened by expectations. I work with them to re-discover their vision and passion and achieve that elusive work/life balance. I combine a commercial, business focus with an in-depth understanding of individual and team dynamics. Extensive business experience in the UK and SA and 12 years leadership development/coaching equip me to work at the most senior level.



Experience

Following graduation (BA, Psychology – Distinction, UCT), Margaret joined IBM in South Africa for two years. She then emigrated to work with IBM in the UK for 6 years where she progressed from IT consultant to Sales to Account Manager. She moved into consulting in 1992 and has since specialised in executive coaching and leadership development workshops.

For 7 years she was the main provider of leadership training and coaching with the largest European bank. She designed and delivered Executive Development programmes across the IT, HR, Finance, Operations and General Services departments. This work included coaching skills for managers and explored cross-cultural issues in the business (particularly French, English and American). The main purpose was to enhance the manager’s awareness of the impact of their style and improve the performance of their diverse teams. The work included coaching at board and senior management level.

Margaret moved back to SA – having missed African sun and skies - in 2004 and together with her partner, founded Praesta, South Africa.

Professional Expertise

Margaret has an MSc (Master of Science) degree from Ashridge Business School - accredited by Middlesex University, UK. Her MSc covered different approaches to coaching and organisational change, including: Psychodynamics, Complexity and Appreciative Inquiry.

She has also worked with a number of pharmaceutical and banking mergers to assist with the integration of different corporate cultures.

Selected Client Companies

BNP Paribas	Pfizer
Natwest Bank	Schering-Plough
Novartis	Woolwich

Education, Qualifications, Professional Positions

BA, Oxon
 Numerous high-level educational/developmental programmes (e.g INSEAD, Harvard Summer School, Cranfield)
 Nine years of intensive experience as a senior Coach

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