



résumé

Julie Bullen

Julie has a 20-year track record working as a consultant with firms in the service, manufacturing, construction, engineering, financial, IT and public sectors. She specialises in team development, both within organisations and between them, for example in joint ventures.

What Julie would bring to your team

Julie is particularly effective at helping leaders and teams communicate in ways that build high levels of engagement and ownership. Our clients put great value on her ability to help launch new teams and get stalled teams back on track.

- Developing high performing teams
- Individual coaching
- Partnership working

Achievements / Testimonials

Helping teams out of conflict: A £100million construction project hit a crisis due to conflict among the senior team, leading to under performance and a break in client confidence. "Using her particular techniques to facilitate a better understanding of people's goals, motivations and the way they interact, Julie successfully and quickly generated better relationships." Project Director, Laing

Resolving personality clashes in an executive team: "I experienced (Julie's work) during a major infrastructure project. Julie was able very quickly to enable individuals to resolve issues constructively. Her calm belief in people enables Julie to make a dramatic difference to individuals' behaviour and to interactions between individuals in a team." S. Cursley, FRICS

Working with a team of directors, playing to strengths to increase business: "We found Julie's approach incredibly enlightening. It has resulted in us dealing more positively with certain types of client who we'd always struggled with. This in turn has led to growth in sales in areas we had previously written off. It was one of the most productive days we've spent as a company in the last few years." Dave Blakeman, Managing Director, Rapid Processing Systems (RPS)



EXAMPLE ASSIGNMENTS:

- Team working on the M1 widening, Junctions 25-28
- Team working on a major trunk road improvement tender
- Coach to contractor's senior personnel on a Yorkshire Water Framework contract
- Coach to a senior manager in the Highways Agency