



Who am I?

I coach leaders to navigate complexity with clarity and confidence. I help people achieve their potential. If you're facing difficult dynamics, tough decisions, or a challenge that matters, I'll help you move forward.

How clients describe me

Supportive. Grounded. Insightful. Willing to challenge (respectfully).

Clients say I help them cut through complexity, communicate with clarity, and create real momentum.

Other expertise

- Facilitation
- Team coaching
- Mediation

Qualifications and associations

- EMCC accredited Coach & Team Coach
- NMAS Accredited Mediator
- Graduate AICD
- Member EMCC, ICF, AC, AICD
- Master of Laws - University of Pennsylvania
- Arts (Psychology) / Law - UNSW
- Master of Management - Macquarie Graduate School of Management
- Certified in Hogan profiling, Leadership Circle 360, Kantor's Structural Dynamics Behaviour Profile, Kirton Adaption-Innovation Inventory, Conflict Dynamics Profile

Mark Rosenberg

Sydney

My coaching style and communication approach

My coaching approach is simple: I listen deeply, explore widely, challenge respectfully, and help you turn reflection into action.

You'll find me practical, clear-headed, and honest. I bring structure to uncertainty and help you unpack the interpersonal dynamics that might be holding you or your team back. Coaching with me feels supportive but never passive - we'll work in partnership to make progress you can feel.

My business and leadership experience

I worked for over a decade as a lawyer followed by senior management roles (including Marketing Director and CEO) in sectors such as energy, law, government, and franchising. I have led teams at Caltex Australia and Sydney Olympic Park Authority. Both roles demanded strategic thinking, clear communication under pressure, and balancing competing priorities.

My diverse experience gives me firsthand insight into the challenges leaders face, from driving organisational change to managing conflict and optimising team performance. I now bring these real-world insights to my work as a coach.

Key themes I help people navigate

I'm particularly skilled at helping leaders:

- Manage conflict and have difficult conversations (I am the author of the highly acclaimed Mastering Hard Conversations)
- Enhance their influencing and communication skills to build stakeholder relationships
- Navigate leadership transitions and step into greater authority
- Build and sustain high-performing teams

My coaching is most impactful when we tackle what matters most - helping you communicate authentically, lead with purpose, and deliver results that align with your values and goals.

Recent coaching engagements

- **Chief Property Officer** - Enhancing leadership capability and influencing skills.
- **General Manager** - Banking & Finance - enhancing communication and influencing skills to create a high performing team.
- **CEO** - Not for Profit - Mentoring and Coaching around managing challenging stakeholders and building an effective Executive Team.
- **Board** - Banking - Reviewing Board Performance, clarifying Board Purpose and enhancing Board Dynamics and effectiveness.
- **General Manager** - Insurance - coaching on being more strategic and effective at managing up and across.
- **Partner** - Law firm - developing self-regulation, influencing, communication, and leadership skills to progress to equity partner.

