

Katherine Bryant

Executive Coach & Consultant



Overview

Katherine specialises in helping professionals & organisations within risk & insurance to develop growth strategies, build skills, develop client relationships & ultimately, to become elite performers.

Since entering the insurance market in 1996 as an international property broker for Bain Hogg Katherine occupied client facing roles for over 18 years. She has underwritten property business for Axa Global Risks, been a broking team leader at Marsh, a producer & partner at JLT & COO of the Global Power Specialty at Aon.

The last 4 years of her insurance career were at Aon as COO of the Global Power Specialty, a \$135m business. Working closely with the global senior executive team in the UK & US she led over 200 staff worldwide via a matrix. With a strong focus on new business production she developed board level client relationships & was instrumental in growing the business four fold, in just 3 years.

This background gives Katherine first hand knowledge of all the challenges & expectations of the global insurance market & she brings this unique perspective to her professional coaching & training programmes.

Katherine's Approach

Her style is engaging, pro-active, practical & evidence based with a focus on using in depth industry knowledge & the latest research to add exceptional value to clients.

Katherine is well known for her bespoke coaching, mentoring & training programmes which have helped teams & organisations in both the London & regional markets to accelerate their success.

A passionate advocate for diversity & inclusion she is often found speaking at market events & conferences or designing & delivering in house programmes to improve business results through inclusion.

Professional Qualifications & Memberships

Katherine has certificates in Cognitive Behavioural Coaching & Stress Management. She is an NLP Trainer & Master Practitioner & Enterprise Mentor with the IOEE. Memberships include The Association for Coaching, The British Psychological Society & Fellowship of the RSA.

Katherine is also a board trustee & chair of the fundraising committee of Dress for Success; a charity which is committed to helping women overcome disadvantages & return to the workplace.

Specialisms include:

- Leadership & team development
- Trading skills for brokers & underwriters
- Business development, innovation & client relationship management
- Impact, influence & communication
- Team collaboration & cross selling
- Unconscious bias in decision making

Representative Coaching Assignments

▪ CEO of Major Global Broking House

Ongoing coaching provides a confidential space for this market leader to develop his leadership style & business strategy.

▪ Account Executive & Team Manager

A promotion required this new manager to develop their confidence, leadership & management skills. Success was reflected in the positive impact on the individual, their team & the major energy client they manage.

▪ Risk Manager of FTSE 50 Company

The client felt his role was no longer satisfying so we designed a new role that met both organisational & personal objectives. Board approval was obtained enabling him to grow professionally, & remain within the company.

