



Patrick Scaramozzino

**Managing Director
Leadership and Sales Coach**

Patrick brings his experience as a senior corporate executive to his work with organizations seeking to lift their leadership capability. His focus is strategic and directed at growing leadership talent that contributes to organizational top and bottom lines.

Patrick's results driven approach and determination to always increase his capacity to contribute to the organizations he worked for propelled him through the traditional sales path to executive and CEO level positions in Australia and Asia. He experienced first-hand the vital contribution of people to business success, and discovered that the only way to deliver business results beyond a certain point is to involve and develop its people. Further, it became apparent to Patrick that attaining the role of leader wasn't the measure of his success, the true measure was his capacity to access the leadership of others.

His more than twenty years' experience working in boardrooms, whether Multi-National, Government or Non-Profits, has reinforced the same insight for him: investing fully in people, through quality processes, is vital to the current and future realization of organizational outcomes.

Patrick works to assess where an organization is at, where it needs to be, and what it can be. He knows that any successful change is brought about through a process of collaboration built on inclusion, contribution, acknowledgement, a clear commitment to work for a common goal and the sharing of rewards.

His ability to identify who has power and influence, find internal champions and get them on side to steward change ensures that nothing and no one is missed. This avoids rework, ensures that when change happens everyone goes with the change, everybody gains and no one gets left behind. Those who can't get on board know it is time to leave.

In this way solutions are developed that are replicable and can grow if needed, thus enabling the organization to be agile to move with market demand.

At Access Leadership we work with organizations who strive to develop one of their key assets, their people. Our role is to support the organization in its quest to achieve its outcome through the role their leaders play.