



## Greg Arena

Born and raised in Toronto, Canada by a German mother and an Italian father, Greg studied political science and law before completing an MBA in France. His next 18 years were dedicated to the German automotive industry, where he held project and leadership roles at two premium vehicle manufacturers (BMW and Porsche) and at a provider of cloud-based software (SupplyOn). Since 2004 Greg has focused on helping leaders and their teams to see their business with fresh eyes and helping them implement changes in strategy, structure and culture through organizational learning and leadership development. Clients include well-known corporations as well as medium and small sized companies.

Greg succeeds in creating a viable learning process by

- designing learning programs based on the 4MAT® method which facilitates both left & right brain learning
- asking questions that help to shed light on the real – often underlying – issues
- working with a range of methods that leverage the creativity and knowhow of people in your organization
- beating a direct path from ideas to action
- always being curious
- paying attention to details
- respecting the interests of all impacted stakeholders

### Examples of Greg's work:

- Development and delivery of an 18-month leadership development program for line managers in an SME (training & coaching)
- Development and delivery of training modules on specific topics for delivery in large organizations, e.g. strategic thinking and behaviour for high potential leaders
- Development and delivery of webinar series "Strengths based career development"
- Development and delivery of leadership programs around the topics of developing and implementing strategy
- Development and delivery of workshops for first-time leaders around building a culture of engagement
- 3-day large-group facilitation for 35 participants with the goal of redesigning the organization (medium sized company with approximately 1200 employees)

### What our clients say about Greg

"Finding somebody with whom we can work well at both the human and the strategic level is quite rare. But that is our experience working with Greg. His approach, which was simultaneously highly structured and tailored to our company's needs, coupled with Greg's ability to place his finger in the wound in a way that feels like he's really on our team, are two big reasons why we will continue working with him." C.

*Büttner, CEO, Munich software company*



“We asked Greg to help us develop a change process, including educational content, for reducing battery warranty claims and increasing customer satisfaction in 8 key markets. Greg stood out through his ability to quickly understand all facets of this complex challenge, his ability to effectively address both technical and people issues, and his ability to influence stakeholders with a soft touch. Greg shared this role with a colleague – an arrangement that we were trying for the first time. To our positive surprise, the tandem produced results that went well beyond our original expectations.” *S.Q., Project Lead, Premium Vehicle Manufacturer*

“We worked with Greg in order to improve how our team works with another team in our company. I was impressed by how quickly Greg recognized the underlying issues and his ability to address them. He was able to help us from a process perspective, a leadership perspective and a change management perspective. I look forward to working with Greg again.” *Head of Building Services Munich, European Patent Office*

“You clearly love your job and the message you wanted to give was received and understood.”

“Greg, thank you for the inspiring workshop. Thank you for following up with me to bring the “Power” issue into the right perspective.”

“Thank you Greg. One of the most personal and revealing trainings I ever had.”

“A big thanks to Greg for this inspirational training. This was very helpful to get a bigger picture, take a step back and reflect on our role and impact.”

“Great trainer is Greg. Without Greg, the workshop would have been too long for me!”

“The trainer was great. Very good training for first-time leaders.”