

LANCE JENSEN CURRICULUM VITAE

CONTACT

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CORE SKILLS

BUSINESS MANAGEMENT

Having successfully co-run my own company for many years, as well as coaching others to succeed in their own businesses, I have a wealth of knowledge about growing a business and enabling people to thrive.

BUSINESS COACHING & CONSULTANCY

Competent business coach, able to provide comprehensive, tailored and sound business advice to a range of businesses. This includes the ability to coach organisations through large restructures, providing best practice HR advisory.

STRATEGIC PLANNING

The ability to work objectively with clients, enables me to ask targeted questions to help identify key issues and goals in each individual business, break large processes down into manageable tasks, and support clients to work systematically and implement changes.

INFORMATION TECHNOLOGY

Holding a Bachelor of Computer Science and five years spent as a Software Engineer, I am highly computer literate and able to utilise technology to its best advantage; therefore maximising business efficiency.

SALES TRAINING

With proven experience identifying issues in existing sales and marketing plans, I am adept at working with teams or individuals to create refreshed and robust sales strategies.

PROFILE

Demonstrating competence across numerous areas, I have a successful back catalogue developing organisational capabilities and am well versed with effective communication; working closely with clients to identify business objectives, setting goals, providing motivation and support, and aiding in the achievement of their individual business milestones.

An energetic individual, I encourage productivity through action and work logically and decisively when problem solving. Thriving in high-pressure situations, I employ excellent verbal and numerical abilities, which ensure I can be relied upon to deliver quality results ahead of deadlines.

Accurately assessing business effectiveness, I display the strength and diplomacy required to have difficult conversations with business owners. In addition, I am flexible and accommodating in my approach to team based tasks, as well as having the ability to lead independently when required.

PROFESSIONAL EXPERIENCE

2004 - PRESENT | RED HOT BUSINESS COACHING Company Director

Red Hot Business Coaching was established in 2004. My business partner and I have worked hard to build a successful organisation, which specialises in coaching business owners to achieve their unique business goals. In addition to the day-to-day management of a small business (IT, accounting and reporting), my duties and responsibilities in my role as the Company Owner and Director include:

- Communicating with clients via phone, email or in a face-to-face setting to work on their businesses. This begins with an initial consult where I ask specific questions to help build a comprehensive picture of client's business. Subsequent communication will then consist of strategic planning and/or growth planning, to help each business work towards overcoming their individual obstacles;
- Acting as an objective sounding board for clients to help them to keep their eye on the big picture while also working through important details;
- Liaising with our virtual team of assistants who look after our administrative and marketing requirements;
- Reviewing and assisting with client documents, figures, spread sheets, tenders, proposals, emails and marketing material;
- Managing our IT systems, writing blog posts for marketing purposes and creating automated email sequences. Because of my background as a Software Engineer, I often assist clients with their IT needs by analysing current systems and recommending possible solutions;

■ EDUCATION & TRAINING

2012 - 2012 | American University of NLP
Certified NLP Master (Online Course)

1996 - 1998 | Massey University - BSc
Double Major (Computer Science & Electronics)

2008 - 2008 | Babcock Coaching and Training
Coaching Training (Tailored for our Franchises)

2004 - 2004 | Dale Carnegie
High Impact Presentation Course

2003 - 2003 | ESC Property Academy
Property Investor Education

2003 - 2003 | Daniel Kertcher
Option Trading

2003 - 2003 | Brad Sugars
"The Competitive Edge"

2002 - 2002 | Hurstmere Consulting
Business Success Package

2002 - 2002 | Kurek Ashley
"Fire Up Your Life"

2002 - 2002 | Hart-Life Coaching
A ten-week life-coaching program

2002 - 2002 | ILD Global
Network Marketing

2002 - 2002 | Sun Certification
Java Programmers Certification

1998 - 1998 | Solo Pilots License

■ EXTRACURRICULAR

Outside of business hours, I can be found taking part in a number of outdoor pursuits including soccer, wakeboarding and snowboarding. I also love a good game of chess!

Enjoying DIY projects, I have managed to completely re-wire and re-plumb a few houses and enjoy carrying out handyman tasks such as landscaping and building.

A contributor to property investment publications and national business magazines, I also speak regularly on business growth and success.

■ REFEREES

Verbal referee contact details are available upon request.

- Providing assistance to business owners who need to reduce or grow their teams. This includes, helping with restructures (ensuring appropriate legal processes are followed and coaching them through having difficult conversations with employees);
- Giving recruitment advice and providing assistance with reviewing job ads, offering interview guides, and participating in interviews if required;
- Offering guidelines for successfully on-boarding new team members (induction, KPIs coaching and performance review process);
- Providing business owners with guides to making accurate cash flow forecasts, both when a business is struggling and when it is growing;
- Helping establish company budgets and financial reporting, identifying other key metrics and ensuring regular business reporting;
- Providing productivity analysis for clients (from consultation to implementation of data-gathering and presentation software);
- Mediating for business partners with conflicting points of view and providing 'team clearing' sessions to help work through personality clashes between staff;
- Holding Sales Training Workshops either one-on-one or in group settings;
- Meeting with clients and their professional advisors (lawyers, accountants, bankers) to help clients ensure they can clearly articulate the right information.

EXCERPTS OF CLIENT TESTIMONIALS:

"...I wouldn't hesitate to recommend Lance to anyone who really wants to get a handle on their business and to see the results both financially and personally of what is possible when running a successful business..." **Plumbing & Gas Business**

"...Lance spent the time at the start solving and teaching us how to resolve our internal challenges. By doing this, it allowed us to set up for the financial success we are enjoying now. These days we are having fun! Isn't that what business is meant to be about? We know we would be in the same old position if we had not engaged Lance..." **Manufacturing Business**

"...I've gone from working six days a week (and evenings), down to just three days. My business revenues continue to grow – I'm up 16% already this year..." **Glazing Business**

"...I've had to deal with a number of matters which, without coaching from Lance, would have made me pack it all in. With coaching, I'm loving what I do, and doing it better than I ever have – and it shows..." **Property Business**

ROLES HELD PRIOR TO 2004:

For more comprehensive information on the below-mentioned positions I held prior to 2004, please ask and this information can be provided.

2003 - 2004 | DATA TORQUE Developer & Consultant

2001 - 2003 | COMPAQ/ HP Software Engineer

2001 - 2001 | MSD Software Engineer & Systems Integration Test Analyst

1998 - 2001 | ADVANTAGE GROUP Software Engineer