

**Areas of expertise:**

- Implementing Change
- Business and Market Strategy
- Leadership Development
- Working Across Cultures

**Languages:**

- English

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Paul Blackhurst is an experienced facilitator in leadership development and interpersonal effectiveness. He has designed and delivered management development programmes for international corporations in 45 countries.

Since 2001, Paul has been providing consultancy services and management development solutions to large international companies. His experience spans both on-line and "live" learning environments. Paul has created and managed growth in both traditional and e-businesses.

Previously, Paul worked with Imparta Ltd, London, a start-up training company which develops computer simulations, on-line products and seminars. As Head of Sales Practice his responsibility included product development, business development and staffing.

Paul spent nine years with American Management Association (AMA), New York, and Management Centre Europe (MCE), Brussels where he held various roles:

- ♣ In 1998 Paul became Global Practice Leader with worldwide responsibility for development and growth of the marketing, sales and customer service curricula of AMA.
- ♣ As Corporate Development Director from 1995, Paul developed business and advised clients to enable them to achieve their objectives through HR development and OD interventions.
- ♣ Paul started with MCE in 1992 as a Programme Director for open enrolment programmes.

With GTE Sylvania Ltd, a multinational lighting manufacturer, Paul was promoted through various roles: marketing manager, product manager and marketing services manager (1987-1992). Paul began his career with SKF, a Swedish bearing manufacturer, UK (1983-1985), and after that joined Cincinnati Milacron, a US machine tool manufacturer, UK, as a sales engineer (1985-1987).

Throughout his corporate roles and as training consultant Paul has run many customised and open training workshops. He has also chaired and spoken at major industry conferences.

Paul has authored and published various articles and spoken and chaired at various industry-leading conferences.

Paul obtained a BSc. in Production Engineering from the University of Birmingham and holds an MBA from Bradford University. Paul holds a Diploma in Marketing from the Chartered Institute of Marketing, a Diploma in Organisational Development from the NTL Institute US, and an Advanced Diploma in Management Consultancy from Henley Management College. Paul is a Master Practitioner in Neuro-Linguistic Programming, and is qualified to administer MBTI and Team Management System psychometric instruments.