

TERMA

2 O'Brien Road
Hong Kong

WWW.TERMA.ASIA/SPACE

[+852 9380 2015](tel:+85293802015)

brian@terma.asia



BRIAN NEWMAN

Executive Coach, PCC

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I am the founder of TERMA and a certified Executive Coach (ICF PCC). My background is in sales, chiefly in the financial sector. I was previously employed as Head of Sales for Asia's largest executive coaching firm, and prior to that led the APAC sales teams at a Moody's company and at investment banking platform provider Dealogic. With my father I am the co-author of business book **Stop Sucking at Sales - 15 Secrets to Make You a Better Salesperson Today.**

I am a facilitator and coach for large-scale leader development and organizational change programs with top global firms including Glaxo Smith Kline, Takeda Yakuhin, Goldman Sachs, Akamai, and many others. Based in Asia for more than 20 years and residing in Hong Kong, I am fluent in Japanese, and certified to coach in both English and Japanese.

In my free time I enjoy practicing martial arts and yoga and hold advanced certifications in Kyudo (Japanese archery), Aikido, and Brazilian Jiu-jitsu. I am also a dedicated meditator, spending about a month each year in silent retreat.

TERMA is an executive coaching and developmental training firm based in Hong Kong. We have trained and coached 1000's of leaders from the world's best companies.

We are Asia-focused, with more than 20 ICF-certified executive coaches and facilitators on our faculty based in Hong Kong, Japan, Singapore, Malaysia, Philippines, Indonesia, and China, and we deliver programs in the local languages of each country.

Prior to moving into executive development, all our team has held senior executive roles across the industries we specialize in: finance, healthcare, tech, and manufacturing. Put simply, we are industry experts who connect specifically and realistically to actual business challenges and the results that are required.

COACH QUALITIES

- Certified executive coach by the International Coaching Federation (ICF PCC)
- Certified executive coach in Japanese (GLLC)
- Center for Creative Leadership (CCL) Executive Coach
- UBS Bank Executive Coaching Faculty
- Certified in best-practice assessments including Firo-B, Workplace Big 5, CCL Benchmarks, etc.

CLIENTS

Here are some of the organizations where TERMA has held coaching, leadership, and sales programs:

Adobe, AIG, Akamai, Amgen, Blackrock, Bloomberg, Brother, Bristol Meyers Squibb, Burton, Capri Holdings, Credit Suisse, CVC Capital Partners, Daiichi-Sankyo, Dell, Glaxo Smith Kline, Goldman Sachs, Hitachi Chemical, Infocomm Development Authority of Singapore (IDA), Johnson Electric, Julius Baer, Lotte, Maybank, Medidata, Merlin Entertainments, Mylan, Panasonic, Quintiles, Bank of Singapore, Standard Chartered Bank, Sun Life Financial, Takeda Yakuhin, UBS, Unilever, VF

TESTIMONIALS

You crushed it. Your session got the highest possible score, and one in particular called it the “best training session they’ve had at the firm.”

Eric Sun, HCM, Goldman Sachs (New York)

The coach communicates in an effective and precise way. The training is frankly the best I’ve had in the past 10 years.

Director, Julius Baer (Hong Kong)

Thank you again for an excellent two days of training with us. The team would not shut up about it in the following days. It was such a fresh approach on personal development in a work context that everyone felt they truly learnt something new. Jason, as you know, has 10+ years of sales experience and has taken many trainings with Xerox and others. He told me he had never taken a course this innovative.

Christy Ma, Sales Director APAC, RR Donnelley (Hong Kong)

Congratulations on being a runaway success with the team. Everyone was really energized by the session and your advice stuck with us throughout the 3-day offsite meeting.

Janie Lim, APAC Marketing Director, Adobe (Singapore)

As part of Sun Life’s strategy to build the Most Respected Agency (MRA) in Asia, we partnered with Brian to develop a customized coaching program for the Sun Life agency managers. The roll out was very positive with more than 250 agency managers trained across the Asia region. The agency managers have now adopted and applied the proven coaching process. Mr Brian Newman, together with his professional coaches delivered excellent training result to uplift our manager’s skills through this highly effective and engaging program.

Carene Chia, Chief Distribution Officer, Sun Life Financial Asia (Hong Kong)