

Ray McGrath

EXECUTION PRACTICE LEAD



HIGHLIGHTS

Strategy Execution Specialist



20 years of Board Level Leadership Experience



Passionate and Impactful Public Speaker



Proven Executive Coach



Fanatical about life, family and learning

Ray McGrath is a seasoned executive with a proven track record for achieving exceptional results with people and organisations in the UK, US, Central Europe and in the Middle East.

He began his career in the Avionics Industry and spent 11 years excelling in the field of software and systems engineering with Smiths Aerospace (now GE Aviation). Having become one of the youngest business development executives in Smiths history and developing a real taste for leadership and people development in the process, he left the Avionics Industry to take senior roles in the High Tech arena holding both European and International positions in Select Software Tools, Princeton Softech, Alternative Business Solutions and The MessageLabs Group.

From 2007 through to early 2014 Ray held a position on the board of Directors for NextiraOne (latterly acquired by Dimension Data) a \$1.1Bn Managed Services organisation, and was responsible for Services/Operations as well as HR. This Board level accountability for both the customer and employee experience through this period proved to be critical grounding for Ray as a business execution specialist.

In parallel with the corporate journey Ray had also built his own management consultancy business and through this vehicle he engaged with UK and International organisations delivering coaching and development particularly in Execution, Leadership and Communication skills. This has proved to be an invaluable platform for him to develop deep coaching skills and he has built a portfolio of clients since 2004 where structured mentoring for leaders in both the private and public sector have delivered exceptional results.

The FranklinCovey Execution journey began in 2006 for Ray where as an executive in the MessageLabs Group he participated in one of the first Strategy Execution programmes outside of the US; it is very evident that his appetite for the application of the disciplines to real situations in both simple and complex businesses has never waned since those early days and Ray's appointment in 2014 as UK Strategy Execution Practice Leader at FranklinCovey has proved to be highly impactful as he has architected and led a series of successful Execution programmes across a broad and deep range of clients since that point; here are just a handful of client comments from some of those experiences.

Client/Delegate Feedback:

"Ray has worked with our leaders at departmental, hotel and executive levels to support our 4DX implementation. It is, in my experience, a rare character that can engage and inspire with such success over time - across such a broad range of capabilities, age groups and knowledge. All of this in the dynamic, fast moving environment that is Hospitality. If you want to play a winning game, Ray McGrath can help you get there."

Operations Director, Hilton Worldwide

"Ray helps teams get results; Working with our Senior Team over a period of 12 months, Ray facilitated our use of FranklinCovey's approach to strategy execution, guiding the team to achieve our Wildly Important Goal. Ray brings energy and relentless focus... He's very good and we would not hesitate to work with him again."

CEO, Cairn Housing

"As one of the foremost business process outsourcing organisations in Europe, employing thousands of colleagues and maintaining exceptionally high standards, we focus relentlessly in pursuit of key goals such as business growth and retention of talent. We have engaged very successfully with Ray on these goals and he continues to help us deliver valued outcomes in these areas. Ray has a great ability to understand the strategic needs of our business and consistently demonstrates outstanding competence and commitment in his field."

COO, Webhelp UK

"Our partnership has been so productive because Ray takes the time to help the client's business understand what its true requirements are, and the reasons behind those requirements, rather than aiming for a quick fix. He has the gravitas to communicate effectively across all levels of a business, and displays a calm assurance that inspires confidence. Ray's all-round professionalism is a credit to himself and to FranklinCovey."

Head of Product Management, Angel Trains

"Ray is outstandingly professional and credible, he is inspirational and relentless when it comes to results orientated outputs."

Director, Global Accounts, Achilles

"Ray is highly competent in the field of strategy execution; quickly understanding the unique challenges we face and delivering a programme that connected with every level of our organisation. He brings an infectious enthusiasm to his work; and is genuinely focussed on growing the individual and the team. From the outset he did exactly what he said he was going to do and as a result our business is already seeing real benefits; I personally am richer for the experience of working with Ray and would unreservedly commend him to anyone seeking to drive positive, sustainable change in their business."

Managing Director, Dr Schar