



**Being
Essential®**
Who
is
Who

Danae Zografos

Learning & Development Professional |
Talent Development | Soft Skills Specialist
| Lifelong Learner

About me

Danae is a seasoned professional with extensive experience in Learning and Development, training delivery, and coaching. She has also led and delivered initiatives across multinational environments, spanning the IT, FMCG, Finance, BPO, and Professional Services industries in Sydney, London, and Athens. She is a highly skilled - and enthusiastic! - proponent of soft skill development in content areas such as leadership, management, emotional intelligence, motivation, collaboration, communication, feedback, and conflict resolution. Outside the professional realm, Danae is a skilled writer and a lifelong volunteer.

Education

Bachelor of Psychology, Open University, UK
Diploma in Human Resources, Technical and Further Education College, Sydney
Certificate IV in Training and Assessment, Technical and Further Education College, Sydney

Certifications & Seminars

Effective Coaching for Managers, Lore International
Developmental Coaching, Richardson Sales Performance
Coaching for Results, Richardson Sales Performance
Leadership in Planning, 4Sight Systems
Inspire and Lead, Right Management Consultancy
Exercising Influence, Barnes & Conti
Building Winning Strategies, NewLeaf Partners
Building Strategic Relationships, Richardson Sales Performance
Consultative Selling, Richardson Sales Performance
Consultative Negotiation, Richardson Sales Performance
Performance Management, Richardson Sales Performance
Planning and Managing Projects, Project Management Institute
Strategic Relationship Management, Richardson Sales Performance

Experience

Danae began her career at Unilever in Sydney, starting in an internal service role before moving into team leadership, where her passion for leadership and development was forged. With a desire to transition into HR-related roles, she began her HR career with Adecco, before moving to London to recruit and consult for investment banks and blue-chip multi-nationals, with a portfolio that included JP Morgan, BNP Paribas, Ernst & Young, and Reuters.

She subsequently spent 3.5 years with Cisco Systems, where her passion for learning and development, and training delivery was ignited! She was responsible for the first Leadership Development Program delivered in Asia Pacific, to 250 leaders in thirteen countries, achieving an overall evaluation score of 4.77/5. The components of the program included executive briefings, 180° pre-program diagnostic, week-long 'Boot Camps' (three in China, five in Hong Kong), 180° post-program diagnostic, and five coaching calls per participant.

Danae then joined Richardson Sales Performance, a global training company that creates leadership and coaching cultures for global clients. Headquartered in the US, she was headhunted to set up their Asia Pacific operation. Here, she led the establishment, execution, operation, and performance of Richardson in the region, and delivered leadership and sales training, and coaching to participants across eleven countries.

Having relocated to Athens in 2018, her training delivery experience has been augmented in BPOs and Information Services, delivering leadership and soft skills training to clients such as British Petroleum, Citrix, and Hewlett Packard.

Danae's intrinsic motivation is to support individual development and organizational growth through interactive and experiential delivery of curated content and to coach and mentor professionals to lead with skill and confidence