

**Dan Hammond**  
Managing Consultant  
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Dan joined LIW in 2008 having spent 3 years as a happy client of the company. As Managing Director of CIBA Vision Australia/New Zealand, Dan found the LIW leadership approach immediately applicable and provided enduring value in a rapidly changing environment.

Prior to taking this role, Dan's career had been in various marketing leadership roles in the field of medical devices. Having graduated in Mechanical Engineering, Dan cut his teeth selling computer services before heading to Italy to complete an MBA. His engineering background and a passion for sales and marketing took Dan into a product management for joint replacements with Johnson and Johnson. He also took a 2 year secondment in the US to work on the integration of a company following an acquisition.

Joining the contact lens business unit of Novartis in 2000 gave Dan his first significant leadership role. Having an inspirational leader and while at the same time making his own mistakes inspired a belief in leadership as a transformational force. It was at this time that Dan started to study leadership as a discipline, becoming particularly interested in the role of humility, service and openness in leadership. He also learned the importance of service in the success of an organisation and learned the tools to build a service culture through effective leadership. Dan also spent 4 months on a secondment in Shanghai which gave him exposure to the exciting Asia-Pacific region.

At LIW, Dan uses his sales and marketing experience to help the company to maintain and build its customer intimacy and also brings his experience as a CEO to LIW's clients through facilitation and coaching.

#### **Mini bio**

- Dan specialises in business development and customer service excellence. Dan's international career has been in marketing leadership positions in two of the largest global healthcare companies.

#### **Qualifications**

- MBA, Bocconi Business School, Italy
- Bachelor of Engineering, Bristol University, UK