



LIW³
Building a legacy
of leadership

Leigh Howard
Managing Consultant
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Leigh Howard is a Managing Consultant working across our LIW Capability and Channel Practices, with specific focus on the Technology vertical.

Leigh brings to LIW and its clients over 30 years of expertise and experience working in the IT channel, both locally across Australia and New Zealand, and also in the UK.

Leigh has held numerous leadership roles, encompassing sales, marketing and general management spanning IT vendors, distributors and channel systems integrators.

Leigh's previous role was Managing Director ANZ for Westcon Group, a global, value-driven distributor of IT networking infrastructure, security, storage and unified communications, technology, partnering with leading technology vendors, such as Cisco, EMC, Juniper, Check Point, Avaya and others.

As an ex-Managing Director, Leigh is now taking those hard-earned lessons to help IT organisations to achieve sustainable results by unlocking leadership capacity at all levels. This leads to agility, innovation and a strong pipeline of future senior leaders.

Leigh is a tenacious, ambitious and hard-working individual. He is an articulate writer and presenter and enjoys the dynamic challenges presented to him within the fast moving IT market. Leigh brings together a blend of technical, sales, business and management skills, and is therefore able to offer executive-level management expertise, embracing a wide variety of roles around leadership, strategic business planning, sales, channels and product strategy.

Leigh is married with two children and lives in Sydney, Australia. He enjoys a wide variety of music and is an accomplished musician and keyboard player. He also enjoys many sports, as a spectator, rather than participant.

Mini Bio

- Extensive IT channel strategy expertise
- Experienced business leader
- Track record of achievement and success leading high performance sales teams