

Office Head Drives Sales and Expands Leadership

Context

Sunrise Brokers is one of the top-ranked equity derivatives brokers in the world. Michael Goodall, one of the firm's leading Managing Directors, was promoted to US Office Head, which added managerial responsibilities to his sales production deliverables.

Client Task

Excel at both leadership and production in a high-profile role, with marquee clients hanging in the balance.

RKE Solution

RKE delivered a 12-month Executive Coaching package for Michael, in which he identified the greatest assets he had to bring to his expanded scope and then operationalized new ways of working to rise to the new level.

Client Results

Michael was able to maintain key client relationships, offload minor ones, and build a team to assist him in hiring, firing, and supervising his 30-person US office.

The RKE Difference



Spotlight on Your Expertise



Iterative Process



Data-Driven

Testimonial

"Working with an RKE Coach gave me the focus, discipline, and confidence to take greater management responsibility AND still have my most productive year with customers."

Michael Goodall, Head of Americas

