



ILP Member

Experience Summary

David King provides boutique corporate training and business development coaching. After a 15 year career in international Investment and Private Banking, David applies a "high return on training investment" methodology. Its onsite, corporate training Workshops are customised for each client, offer participants practical and tangible results and are designed to be delivered over a 3-4 month period to boost long-term retention.

David has considerable experience training and consulting with some of Australia's largest firms including ANZ, Aussie Home Loans, Ticketek, Davidson Recruitment, Wilson HTM, Pillowtalk and more.

Areas of Expertise

- Client Referral training and coaching, particularly for professional services industries
- Business Development training and coaching, particularly for professional services industries
- Time Management training and coaching, for traditional corporate environments

Industry Experience

- For Client Referrals and Business Development, David's expertise lies with professional services industries including Financial Planning and Risk Advisory, Accountants, Solicitors, Real Estate, Personal Training, Mortgage Broking, Recruitment, Consultants, Trainers and Advisers, Retail, Business and Corporate Banking and Stock Brokers and Investment Advisors
- For Time Management, David's expertise is working onsite with businesses that operate in "corporate environments" – offices, teams, meetings, email, delegation, filing, etc... David has worked with clients in many of the professional services industries above, but also in events management, IT development, local councils, sales and project management.
- Prior to founding Vue Consulting, David had 12 years as an Investment Banking Executive working in Sydney, New York, Tokyo and London for JPMorgan and BNP Paribas in the international debt capital markets. David also worked for 2 years as a Private Banking Executive running a team of 18 Private Bankers for ANZ Private Bank.

University, Training & Industry Qualifications

- Bachelor of Economics, First Class Honours (University of Queensland)
- Certificate IV in Training and Assessment
- Diploma of Financial Planning
- Lecturer with Kaplan Professional and Queensland TAFE

Career Achievements

- Successfully training over 400 participants in various onsite Corporate Training workshops every year. Proven post-training success and participant feedback demonstrates very high retention rates.
- Repeat business from major Australian businesses including ANZ, Bank of Queensland, Suncorp Stadium, Wilson HTM, RetireInvest and Davidson Recruitment.
- Sales and Development conference speaking experience with audiences of up to 360 people.
- Multiple coaching and consulting assignments, working side-by-side with clients on business development planning.
- 93% of Vue Consulting's business is derived from client referrals reflecting a very high degree of client satisfaction with post-training results.
- In Investment Banking, David personally managed and led the execution teams raising over \$10 billion in debt finance for companies including BHP Billiton, Cadbury Schweppes, Anglo American, Marks & Spencer, Bank of Tokyo Mitsubishi, ANZ, Westpac, NAB, Transpower NZ and many more.
- In Private Banking, David led a team of 16 private bankers that acquired over 200 new high-net-worth clients in a single year, demonstrating business development capabilities across multiple techniques (referrals, cross-selling, cold calling, seminars and more).

Testimonials

Referrals and Business Development

- "After building a business on the back of referrals over the last 17 years, I thought there was little we didn't know on referral based marketing. However, David King's enthusiastic, passionate approach to referrals training left our business with many new, fresh and practical ideas that we can now put into place to continue to grow our business. This training represented a value-add experience for our business." Paul Fogden, Proprietor, RetireInvest Sutherland
- ""By Referral" is the most relevant training I have experienced in the last seven years in this role. David King has a very effective style and I look forward to participating in the follow-up system." Carl Daffy, Investment Advisor, Wilson HTM
- "This training on referrals was the most relevant I have ever done. I have been in financial planning for many years and normally leave this type of training confused and bewildered. I feel very different on this occasion. This has been very useful and through provoking and will be very practical to implement back at the office." Simone O'Hara, Financial Planner, ANZ
- "David, this is the best training course I have ever attended. Your style as a trainer is very upbeat and positive. You are thorough, quick at getting to the point and ensure we go back to our workplace and put it all into practice instead of just shelving the training manual to collect dust. The content of the course is extremely relevant." Donna Grills, Recruitment Consultant, Davidson Recruitment
- "David King made an excellent presentation, very informative and practical with real "how to" ideas I found most useful. David dispels many apprehensions I have observed in colleagues and myself about asking for referrals." Alison Jones, Mortgage Broker, Aussie Home Loans
- "So simple and yet so effective. Finally a structure and method for what I have been saying to my staff for years. A good investment!" David Ludbrooke, Regional Business Banking Manager, Bank of Queensland

Time Management and Business Focus

- "A day in which you visibly turned non-believers into enthusiastic converts. I have no doubt that if we stick to our commitments then we will improve efficiency and reduce job pressure!" Martin Cooper, Managing Director, Ridgemill Project Management
- "David King is engaging, professional and kept the presentation humorous. Our entire office is now redesigned and everyone is empowered, energised and more efficient. In a nutshell "E" for excellent. Highly recommended." Kate Spencer, Marketing Manager, Pillowtalk
- "Thank you so much for the time and effort you put into yesterday's Workshop. I really appreciate it and I can already see changes taking place in the office!" Tricia Steffen, QLD Manager, Ticketek
- "I am struck by the simplicity and flexibility of this fresh approach to time management. David effectively integrates both new and trusted techniques into an innovative framework for managing tasks that I configured to suit my needs during the training. The result is a personalised system that feels authentic and actionable." Carolyn Gibbons, Team Leader, Customer Management Technologies
- "In our business time is valuable and there is a lot of activity in a lot of areas. Without proper techniques things fall through the cracks as was happening. However, with today's tools and techniques I have already seen personal improvements and overall improvements in the office. I look forward to further reaping the benefits. Highly recommended and interactive." Graeme Kan, Senior Events Operations Manager, Suncorp Stadium