



## Dr Lloyd Vogelman

### A Brief Resumé

Dr Vogelman is a recognised global expert in the realm of complex selling and advisory capabilities. He also developed the Corteks Complex Selling and Advisory Methodology.

Dr Vogelman is the founder and director of Corteks Company, a consultancy focused on building high performing sales organisations. He works with CEOs and senior executives in numerous regions such as Australia, New Zealand, Hong Kong, India, North America and Europe. His clients have included leading global and Australian companies such as: Reserve Bank of Australia, AGL; Ernst and Young; The Reserve Bank; Australia Post; BT; Westpac; PricewaterhouseCoopers; Perpetual; Roche Pharmaceuticals; Capgemini; Sensis; SAS; NAB; Societe Generale; Jones Lang LaSalle; Caltex; CBA; LogicaCMG; Roche Diagnostics; Investa Property Group; Woodside Petroleum; Cunningham Lindsey; Fletcher Challenge; South Pacific Tyres; ANSTO; Carter Holt Harvey; Bio-Rad Laboratories and Austrade.

Prior to founding Corteks, Dr Vogelman worked at Accenture, one of the world's largest consultancies where he occupied a number of senior executive and leadership positions. Before joining Accenture, Dr Vogelman was at the Boston based Monitor Company, one of the world's leading strategy companies founded by Michael Porter.

Dr Vogelman qualified as a clinical psychologist and received his doctorate from the University of London, Faculty of Science, Organisational Psychology. Amongst a host of scholarly achievements, he has been a visiting scholar at Harvard University and a visiting professor at De Paul University in Chicago. He has also been a recipient of several international grants and scholarships and a guest speaker at numerous conferences throughout the world. He has been a member of a number of professional organisations including the New York Academy of Sciences.

Dr Vogelman is the author of approximately 50 publications, his work has been published in both book and journal forms.

He has also established, led and played a prominent role in a number of professional, human rights and civic organisations. In South Africa, Dr Vogelman was a member of the regional executive of the UDF which was a non-racial front of approximately 600 Anti-Apartheid organisations. He was also the founder and director of the Centre for the Study of Violence and Reconciliation whose focus was reconciliation, the building of a human rights culture and providing treatment for victims of violence.

Dr Vogelman has been consulting, facilitating and training executives, groups and conferences for over 20 years.