



Martin Ross A Brief Resumé



- Martin is a Director at Corteks. He is a recognised expert in the realm of advanced complex selling and leads the Executive coaching practice.
- He is one of Australia's leading executive coaches and works with ASX 20 and international clients at CEO and Senior Executive level. His current clients include HSBC, Insignia Financial, National Australia Bank, Alinta Energy, Suncorp, Nelnet, and KPMG.
- Martin has over 25 years global commercial experience having held executive roles at Royal Bank of Scotland, Dow Jones Telerate and Commonwealth Bank.
- Prior to joining Corteks, Martin was the General Manager of Transactional Banking at National Australia Bank leading a team of over 100 specialists nationally and was responsible formulating growth strategy and transforming the product payments landscape.
- Martin has been integral in developing the Corteks Complex Sales Methodology and leverages his extensive experience of other global methodologies such as Miller-Heiman and Huthwaite International.
- Martin graduated with a Bachelor of Economics and Marketing from St. Andrew University, Scotland and is also a qualified Executive Coach and holds Level 3 accreditation with the Institute of Executive Coaching and Leadership