



## MICHAEL LAMB

### OVERVIEW

After an early executive career in industry, Michael spent 20 years at Spencer Stuart, the global leadership advisory firm, leading high level searches across technology, media and telecommunications companies as well as C-level searches for functional roles in other industry sectors. He has advised Boards and CEOs on broader organisational and cultural issues, as well as providing career coaching advice to senior executives across the APAC region.

### APPROACH

Michael's approach has always been to treat others as you would like to be treated yourself. To this end, he championed a "My Brilliant Career" approach to dealing with senior executives, listening, delivering sound and sometimes challenging advice, and respecting the individual. He takes time to understand each person and to work with them to plan development initiatives which align with career, business and personal goals. He is inspired by the positive impact he can have on his clients' careers and the businesses they lead.

### CAREER HISTORY

After studying Commerce and Law at University, Michael decided he was more interested in people and business than the technicalities of the law, so he embarked on a career which led him to various roles within the oil industry, the paint industry and even running an entrepreneurial business. He moved into the telecommunications sector with Alcatel Australia where he ended up managing the company's relationships with the Federal Government as well as running their export business where he was able to build the Chinese market for them. He then became Managing Director of ERG Telecommunications, where he was able to leverage his international experience. Tiring of the constant travel and with a young family, Michael took the opportunity to join Spencer Stuart and built a practice as part of a high performing team of consultants and partners. He ran the Technology Media and Telecoms Practice in APAC for 12 years and also acted as Chair of the firm's global Partner Development Committee. During this time, he always retained an interest in the development of individuals' careers and was a sought after speaker on career transition.

### PERSONAL

Michael and his wife, Mandy, enjoy the beach lifestyle in Manly. He is a big supporter of the Sydney Swans and loves to travel, and enjoys good food and wine. He is proud of his three daughters.