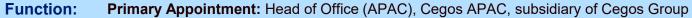
# Shawn D'Cotta Singapore





Additional Appointment: Keynote Speaker & Consultant, Cegos APAC

Languages: English, Bahasa Melayu

### **Education background/ Certificates:**

- Advanced Certification in Training & Assessment (ACTA), Singapore
- Human Resources Development Certified (HRDF) Train-the-Trainer, Malaysia
- Certified Practitioner in The Organizational ZOO: Organizational Development, Singapore/Australia
- Certified Practitioner in Bruce Tuckman's Team Development, Singapore
- Certified Practitioner in Brian Tracy's Psychology of Selling, Singapore

### **Core competences and specialisations:**

- Communication Skills Public Speaking, Presentation Skills, Influencing without Authority, Communicating for Impact
- Sales & Customer Relationship Prospecting, Value Selling, Questioning & Active Listening, Presentation skills, Commercial Negotiation, Data-Driven Sales Coaching
- Personal Development Emotional Intelligence, Growth Mindset, Time & Energy Management
- Personal Branding & Marketing LinkedIn Personal Branding, Social Selling, Direct Marketing
- Leadership & Management Emerging Managers & First time Managers Problem Solving & Decision Making, Feedback, Difficult Conversations & Conflict Management, Empathic Leadership, Servant Leadership, Coaching

#### **Career experience:**

- 2023 till present: Head of Asia Pacific, Cegos Asia Pacific
- 2024 2024: Leadership Executive Committee, Catholic Business Network (Singapore)
- 2019 2020: Country Manager, Cegos Indonesia
- 2018 2022: L&D Consultant and Key Account Business Partner, Cegos Asia Pacific
- 2015 2018: Training Consultant in Singapore, Malaysia, Indonesia
- 2012 2018: Serial Entrepreneur, Business Development, Marketing (Southeast Asia)
- 2006 2012: Direct Sales, Agent to Top 5 Leader, Singapore & Malaysia Chairman appointment (2011)



# **Shawn D'Cotta** Singapore



## **Main client assignments:**





















































