



JMW Consultants

International Management Consulting Firm



OUR CLIENTS SUCCEED

JMW is an award-winning international management consulting firm with over three decades of experience helping thousands of the world's most successful business leaders create and realize high-impact outcomes and dramatic shifts in performance.

Highlights of the results we have helped clients to deliver include:

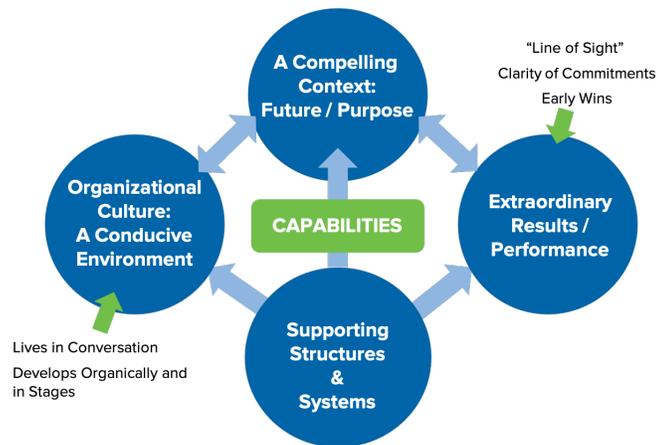
- Participants in two in-house leadership development programs delivered an estimated \$2bn in value to their company as a product of their work in the programs
- Facilitated a partnership amongst five competing oil companies to deliver oil six months early at \$200 million below sanctioned costs
- Reduced costs in a key automobile assembly plant by \$425 million with no negative impact on quality or safety
- Helped a UK-based air navigation service provider beat stretch targets in revenue and shareholder value, customer service, environment and safety, and be voted world's best by its peers
- Enabled one energy company to increase in value from NZ \$700m to \$1.6bn and be named company of the year in 2016 and #1 consumer-preferred energy brand in New Zealand
- Supported the post-merger integration of two national stock exchanges resulting in the share price more than doubling and leadership capability increasing substantially.

Some of the key ways in which JMW supports its clients

Organizational strategy development and implementation

With more than three decades of experience supporting organizations of all sizes in transforming their performance, capabilities, and cultures, JMW has developed an approach to help empower, enable, and facilitate leaders in shaping the future of their organization. JMW's particular expertise lies in supporting leaders and teams in making their ambitious visions and performance targets real through practical, people-oriented, and results-focused consulting, coaching, and development.

Based on our experience, JMW uses the following model as a way of speaking to the issues that need to be addressed in order for our clients to achieve the types of transformations they come to us to support them with.



While many clients begin to manage change and transformation by looking at their structures, systems, and processes, we guide our clients to begin by creating a strategic statement of the organization’s purpose. This may be a new purpose, or it may be a refreshed purpose in light of organizational changes; regardless, it gives the leadership team and the whole organization a compelling context from which to move forward. Within that context, we work with leadership teams to generate and align on a vision of what the future of the organization would look like having fulfilled that purpose, then turn that vision into a plan by designing and committing to extraordinary results, including early wins that would represent the fulfillment of that future.

Of course, creating and designing a new future and plan is not sufficient to achieve it; that’s why we support our clients in focusing on implementation. In order to implement a purpose-driven plan, we support our clients in building a performance-oriented leadership and organizational culture and developing the leadership and technical capabilities needed in the organization to implement the transformation. Along the way, organizations update their structures, systems, and processes to be “fit for purpose” for the new direction of the business.

JMW’s organizational strategy development and implementation support tends to include leadership development, individual coaching, and team coaching for key leaders, teams, and other staff who will be critical to the implementation of the new future of the business.

Leadership Development

JMW creates bespoke leadership development programs for our clients designed to be a match for their goals and challenges. We help leaders transform their individual and collective impact while addressing real-time business issues and generating significant performance gains. Participants acquire the new skills and capabilities required to challenge “business as usual,” shift actions and behaviors across their organizations, drive breakthrough results and establish new standards for performance.

Our Customized Methodology

JMW’s approach to Organizational Strategy Development and Implementation, as well as leadership development are always custom-designed to the goals and objectives of each client. This customized approach allows for our client companies to shape the scale and focus of the support JMW is providing, including the ability to segment our work together into a staged, step-by-step engagement.

What Our Clients Say

“JMW’s leadership development programs are truly transformational. They are the most holistic programs I’ve ever come across, impacting the ‘whole’ person rather than attempting to pick off a few capabilities like communication skills, or strategic thinking. And because of that, they have a lasting impact on individuals. But what I’m struck by most of all is the way the team works with its clients in true partnership. They stand shoulder to shoulder with you, genuinely committed to transforming business results, whether that’s through their leadership development programs or their consulting work. I’m really glad to be able to recommend JMW to anyone who is truly committed to achieve a significant enhancement in its organization’s business performance through its people.”

Huma Faruqi, Former GM Capability & Organizational Development, Z Energy Limited

“The thing that made JMW so amazing for me were the people who mentored me in the course, my fellow participants and my colleagues at work who had also been through it. The experiences we shared added great value to my life and I am very grateful to them.”

Gretchen Haskins, CEO HeliOffshore

“JMW doesn’t tell you what you already know. They tell you what you need to know and, more importantly, what you don’t want to hear.”

Terence V. Milholland, Former CIO IRS

“JMW’s unique combination of developing leadership while focusing on achieving specific results is complementary and supportive in having a company achieve a new level of performance. As a result of their work, I have observed an unmistakable change in how people view their roles, and who they need to be to fulfill on the company’s future...Having JMW on board provides an incredible tool for any leader trying to transform their company from where it is to where they want it to be.”

Norman Chambers,
Former Chairman of The Board at NCI Building Systems, Inc.

“Time and again, JMW helps you produce outstanding results whilst also transforming your organization’s abilities. They don’t bring the answer into the organization; they induce the result from the inside by revealing the inherent capabilities and strengths of the people.”

Chris Gibson-Smith, Former Chairman of the London Stock Exchange

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JMW CONSULTANTS, INC

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