



NICOLA AMISS | CLIENT PARTNER | MERRYCK

OVERVIEW

Nicola is a passionate and experienced Commercial Leader who has worked in executive roles in professional services organisations for the past 25+ years. A lifelong learner, her leadership career includes working for listed organisations, private enterprise (founder/owner) and private equity owned business including British Airways, Informa, Huthwaite, Richardson, Imparta and Learning Technologies Group (LTG).

APPROACH

As a Commercial Leader and Client Partner, Nicola strives to make the greatest difference for her customers through collaborative conversations that genuinely help the customer realise value they would not otherwise have seen. She listens hard to uncover the unspoken word and the unanticipated need. She helps them look at new or different ways to achieve their most important objectives and brokers expertise and capabilities within Merryck globally to help the customer at their moment of need.

Responsible for business development and service, she believes in the power of the team working cohesively with clarity, curiosity, and agility to drive a better outcome together for the customer.

At the core, she believes relationships are fundamentally based on trust and must include honest, authentic and regular communication.

CAREER HISTORY

Beginning her career in the travel industry, rapid promotion took Nicola from running an individual portfolio to setting up a new territory for a sales performance improvement company in Boston, USA. Early in her career, she made the transition from an individual contributor to Sales Leader, Commercial Leader and then Managing Director and Chief Commercial Officer.

The transition from being a high performing individual contributor to leader focused Nicola on accelerating company performance through others. On a strategic level, she has built GTM strategies, restructured teams, implemented sales processes and global key account management strategies. She has coached Sales Managers and developed and delivered consultative selling skills and strategies. Nicola has been a champion of talent development and a mentor for commercial and services professionals. She is on the panel for the European Women in Sales Awards.

PERSONAL

Nicola has three active (and musical) teenage children and runs a busy household outside of work. She enjoys outdoor pursuits with friends and especially water sports skiing and both indoor and outdoor cycling.