

MARK LONG

Senior Leader, Director,
Doctoral Candidate

Skills

Strategy development

Operational delivery

Change leadership

Innovation

Empowering others

Remote leadership

Business development

Financial management

Achievements

KiwiBank Local Hero Medal

Golden Key International
Honour Society member

Duke of Edinburgh Award
Bronze, Silver and Gold

First Class rugby referee
and NZ rep. to Japan

Married my soul mate

Contact

<https://www.linkedin.com/in/marklongnz/>

marklong.nz@gmail.com

027 325 2649

My proven, inclusive leadership style has enabled me to successfully deliver change projects and exceed expectations in the corporate and non-profit sectors, with results and team cultures I am proud of.

For me, being a great leader is about setting clear expectations, celebrating successes, holding people accountable, and making sure the little things are done right.

EXPERIENCE

Strategy, Coaching, and Leadership Consultant/Director

Strategy Matters Limited

- Working with small-to-medium sized businesses to create sustainable strategies, business, change, and leadership plans, with tailored processes;
- Engaging with not-for-profit organisations on strategy facilitation, business planning, Board reporting, and recruitment;
- Providing end-to-end recruitment and human resourcing services;
- Mentoring and coaching tier 1-4 business leaders and professionals.

Director of Development/Comms, Marketing and Fundraising

Presbyterian Support Otago

- Led development of the new 5-year organisational strategic plan;
- Initiated organisational change, culture, and people development programmes;
- Implemented an innovative Board reporting framework;
- A member of the Senior Leadership Team;
- Crafted a fundraising strategy to see a 50% increase in income.

Head of Development and Capability

SCOUTS New Zealand

- A member of the Executive Leadership Team, I mentored other executives and acted as Chief Executive for 12 weeks;
- Led a team of five regional managers throughout New Zealand and imbedded an organisational development and change programme that positively impacted 5,600 adult volunteers;
- Key contributor to the new 10-year strategic plan and developed practical implementation initiatives;
- Created strategies for growth that saw record youth joining, and increased membership by over 12% (2,100 members);
- Increased fundraising income from \$160k to >\$600k in 12 months.

Venues Manager, Rugby World Cup 2011

International Management Group (IMG)

EDUCATION

- Doctor of Business Administration – Leadership (Dec. 18 finish)
- Master of Business Administration – Human Resources major
- Graduate Diploma in Management
- Bachelor of Sport and Exercise – Management and Coaching
- Institute of Directors – Governance Essentials

