

**Industry: Consumer Goods**

Client: Techtronic Industries – ANZ Consumer Division (2019-Present)

Team: Kit Jackson, Fabian Dattner (Dattner Group)

**What Was Needed**

Tti ANZ Consumer Products ELT recognised the need for clarity and alignment on their strategy. Having had some experience of successfully using Balanced Scorecard in a previous organisation, Strategy Together was engaged to facilitate the development and execution of the Tti ANZ Consumer strategy, build the internal capability and establish strategy management processes to deliver the Group targets.

Tti ANZ is part of the Tti Group which has annual sales of US$13.7bn and over 47,000 employees globally. Tti ANZ is the market leader for power tools, outdoor power equipment and floorcare & appliances for consumers.

**What Happened**

Tti ANZ significantly exceeded growth expectations and maintained double-digit sales revenue growth and gross margin improvement during the Covid years

Expanded and developed the organisation to meet growth requirements

Built organisation resilience to adapt to economic downturn post-Covid

Developed the strategic capability of the wider leadership group

Established mechanisms to prioritise, collaborate and communicate effectively in a dynamic, difficult growth environment

**What We Did**

Facilitated strategy map and Balanced Scorecard workshops to engineer understanding, alignment and ownership of the strategy, prioritising initiatives and establishing accountability for strategy management

Provided strategic advice, provocation and guidance on surfacing and addressing strategic issues at quarterly theme team and strategy review meetings

Acted as counsel and coach to ELT on strategic topics and at the annual business planning

Developed and delivered Ascend Leadership Programme and executive coaching for top talent

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*“Kit has been instrumental in helping TTI develop and embed the strategy throughout the business and consciously focus on how leadership, culture and strategy collectively play a role in delivering customer and organisational success. Having Kit at the seat of our quarterly strategy reviews has been pivotal in provoking the discussions that need to be had to focus on the things that matter and not lose sight of the risks/ opportunities that are ahead for an organisation. As a key strategic partner, Kit has provided leadership council to many within the executive team and senior leadership teams within TTi and is held in high regard for her open, direct and honest opinions and feedback. As we continue to develop and mature within the business in developing and delivering to the strategic agenda, Kit has shifted to providing further counsel on executive coaching. This has proven to be of high value for all of those involved and has made a significant impact on others too through the leadership coaching.”*

***Kon Romios, Chief Customer Officer, Tti ANZ Consumer***