

Steve Firth

“You make your own luck!”



Overview

Steve Firth is a founding Director of Capability Centre, the expanding Leadership Development, Team Building and Sales Performance Consultancy.

He is a true individual and self-starter whose focus on maximising personal performance is second to none. Steve's ability to add value and align his strategies with those of his customers has enabled him to build collaborative and fruitful partnerships in every industry he has worked in.

Experience

Steve started his career in the UK working in sales and marketing for Hutchison Telecom. He played an integral part in the roll-out of the UK's first retail stores as part of the launch of Orange.

Steve recognised his passion for maximising personal and organisational performance when his responsibilities grew to include the recruitment and training of staff for the successful Orange launch. As a result, when he migrated to Sydney, Steve took an HR training course at a NSW TAFE.

In the last few years, Steve's sales successes have proved instrumental in the successful transformation of the local lighting company, Eagle lighting, into a large player now owned by Fagerhult - one of Europe's largest lighting manufacture and supply companies.

Steve has built outstanding partnerships with the top twelve engineering companies within NSW, lighting some of the most iconic buildings in the area. His winning approach has also delivered million dollar sales and grown his share of his customers' business to a market-leading 50%.

Interests

Everything family and anything else that puts a smile on my face and keeps me on my toes! Especially, football, swimming, marathon running and trekking. Highlights

have been hiking across the Nepalese Himalayas, climbing Mount Kilimanjaro and coming face to face with the Mountain Gorillas in Rwanda and Uganda. You can learn a lot from a Gorilla!