



Michael Schiffner

Managing Director
Business Development Advisor
Keynote Speaker
Facilitator

As the Managing Director of Collective Intelligence, Michael Schiffner is a seasoned advisor to senior leaders in professional services and consulting firms. Collective Intelligence, a distinguished consultancy headquartered in Melbourne, Australia has been at the forefront of fostering high-performance business development (BD) habits and cultures since 2006.

With a versatile and approachable demeanour, Michael, an accredited Executive Coach, draws upon his extensive global commercial background to engage with c-suite executives to provide invaluable guidance and insights as a trusted advisor. In his capacity, Michael demonstrates exceptional skill in guiding clients towards strengthening both internal and external relationships through heightened self-awareness. Focused on enabling professionals to secure business opportunities without employing traditional sales tactics, he is the creator of the BD Accelerator© coaching program, recognised for its effectiveness in empowering accountants, lawyers, and consultants to develop high-impact business development strategies, particularly empowering top performers to further leverage their strengths.

Having previously served as an Associate Director at KPMG Australia, Michael was instrumental in the establishment of KPMG's Business Development Academy. Through over 600 hours of individual coaching sessions and leading a Coaching Community of Practice, he influenced over \$12 million in additional revenue for KPMG in 2012. This track record underscores his proficiency in devising and executing successful business development strategies at scale. Michael is routinely sought out to help rainmakers amplify their contributions.

Qualifications and Accreditations

- Institute of Executive Coaching and Leadership (IECL) Accreditation
- Gestalt Coaching Qualified
- Helping Clients Succeed™ Accredited Business Development Facilitator
- Multiple Brain Integration Techniques (mBIT) Coaching Accreditation
- The Leadership Circle™ Certified Facilitator
- Genos Emotional Intelligence Accreditation
- Neuro-linguistic Programming (NLP) Practitioner Accreditation
- B.Sc. University of Guelph, Canada
- Canadian Australian Chamber of Commerce member
- Awakened Man crew member (Volunteer)

Clients include:

- PwC
- Hall & Wilcox
- dss+ (ANZ/Asean/South Africa)
- KPMG
- White & Case
- Gilchrist Connell
- Addisons
- Macpherson Kelley
- BDO Australia
- HLB Mann Judd