

# Silvia Regos

## Senior Associate

Business Development Advisor  
Facilitator



Silvia Regos has a distinguished career spanning over 25 years, marked by executive leadership roles at esteemed global corporations such as IBM and Ernst & Young, as well as her entrepreneurial ventures with two Australian companies, Pomodoro and Hearing Insurance.

With a focus on executive advisory, coaching, and facilitation, Silvia collaborates closely with CEOs and senior executives across both the private and public sectors. She specialises in assisting professionals in scaling their practice to achieve multimillion dollar growth.

Silvia's journey in business development commenced at IBM, where she swiftly made an impact by influencing \$13 million worth of technology and consulting solutions in her inaugural year. Rapidly establishing herself as a trusted advisor, she consistently surpassed sales revenue targets by an impressive 120%. Recognised for her outstanding achievements, Silvia received accolades such as IBM's 100% Club membership and an Asia Pacific top performer award for her exceptional client service and market leadership. Additionally, she shared her expertise by facilitating IBM's Global Sales School Program and mentoring high-potential sales professionals.

Transitioning to Ernst & Young as the National Business Development Leader for People Advisory Services, Silvia played a pivotal role in driving the growth of the firm's Australian business.

Her responsibilities included advising and coaching partners and directors to:

- cultivate trusted client relationships,
- develop compelling value propositions,
- secure key pursuits and
- expand strategic accounts.

Renowned as a respected business development coach, Silvia made significant contributions to the professional development of partners and directors across the organisation.

### Qualifications and Accreditations

- Signature Selling Method: Delivering client value (IBM)
- Helping Clients Succeed: Qualify and pursue opportunities (Franklin Covey)
- Account Planning (IBM)
- Negotiation (EY)
- Major Opportunity Management: Blue Sheets (Miller Heiman)
- Strategic Client Encounters: Green Sheets (Miller Heiman)
- Storytelling: How to influence, engage and inspire (Anecdote)
- Birkman Method Accreditation
- MRG Personal Directions Accreditation
- Entrepreneurship (RMIT)
- Business Systems (Monash University)