



Patrick Marr
Owner Director



A bit about me

As Owner Director of Leading Edge, I'm proud to lead a business which has grown consistently in times of UK recession. We've achieved that growth through building great relationships and delivering credible, impactful support to global clients.

As a commercial people manager for B&Q, I prided myself on 'getting the best out of people' – whether it be my team, my peers or the colleagues I worked alongside.

What took me a while to realise was that what I thought was 'what every manager does' was actually a leadership approach embedded in empowering others through engagement and coaching.

I started Leading Edge as I had a desire to help leaders engage and lead others. Since 2007, we've grown the team through attracting commercial leaders and development specialists who have the same beliefs and passion for engagement as me.

So now I'm back in a leadership role again! Working with senior teams and boards, I still get a 'kick' from helping people to 'get it' – to see the real personal and business benefits of challenging leadership concepts and focussing on engaging team members from the topfloor to the shopfloor.

I spent 8 years leading teams in B&Q, including one measured as the 'least engaged in the business' via Q12. In just a year, their Q12 result was the highest in the company, with best in



class financial performance – the Employee Profit Chain in action. As a qualified Coach and Neuro-Linguistic Programming Master Practitioner, I am intrigued and continually curious by the choices leaders make, and in supporting and developing them, and their teams to perform better.

I love the opportunities that Leading Edge and our reputation brings me personally – whether working with global marketing teams in Tokyo, or supporting Newcastle Falcons to define their vision, every day is an amazing experience.

I am proud of the Leading Edge team and their passion for Creating Partnerships, Developing Relationships, Delivering Results in every one of the diverse global clients we work with.

Personal Credentials

- NLP Master Practitioner
- Insights Discovery Practitioner