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ANDY CYPRIANOS

PROFESSIONAL CERTIFIED COACH (PCC)

**CV: Andy Cyprianos**

**SA ID Number: 5807145232180**

### Professional Profile

Andy Cyprianos is an Executive and Leadership Coach with over **30 years of senior leadership and business ownership experience**, including roles as a General Manager and entrepreneur in complex, highly regulated environments.

He works with senior leaders, executives, and business owners navigating **leadership transition, increased responsibility, and sustained pressure** - helping them think clearly, lead sustainably, and strengthen their leadership presence.

Andy's coaching is grounded in deep listening, clarity of thinking, and real-world leadership experience. He is particularly trusted by leaders who are successful on the outside, yet recognise that how they are leading is no longer sustainable or aligned.

### Coaching Focus

- Executive & Senior Leadership Coaching
- Leadership Transitions & Role Change
- CEO & Business Owner Support
- Identity, Presence & Decision-Making Under Pressure
- Sustainable Leadership & Balance
- Team Dynamics & Trust (Enneagram-informed)

### Leadership & Business Experience

#### Founder & Executive Coach – The Pathfinder

2021 – Present

Full-time executive and leadership coach supporting senior leaders, business owners, and professionals across healthcare, financial services, MedTech, mining, and professional services.

Known for working at depth with leaders navigating transition, complexity, and responsibility.

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### **General Manager – Dentsply Sirona South Africa**

**2004 – 2024**

Led the South African and Sub-Saharan African business for the world's largest dental MedTech organisation.

Grew the business **10-fold**, building and leading a team of 40+ across sales, service, clinical education, and finance.

Played a key role in digital transformation (CAD/CAM, CBCT) across the region.

Led the organisation through acquisitions, mergers, Nasdaq listing, and regulatory transformation (ISO 13485).

Recognised for innovation, growth, and industry leadership.

### **Business Owner & Managing Director – Northern Transvaal Copiers (NTC)**

**1991 – 1996**

Andy was the owner and Managing Director of Northern Transvaal Copiers, an IT and office automation business operating in the Xerox dealer network.

Led the business through a **successful turnaround**, restoring profitability and reducing significant debt.

Grew the company to **44 employees**, building capability across sales, service, and operations.

Secured and retained **strategic corporate, mining, and government accounts**, establishing a strong regional market presence.

Recognised as **Xerox Dealer of the Year (1994)**.

Gained first-hand experience of the realities of business ownership - including cash flow management, people leadership, commercial risk, and decision-making under pressure.

This period of ownership continues to inform Andy's coaching of business owners and CEOs, particularly those balancing growth, responsibility, and personal sustainability.

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### Coaching Contexts & Industries

Andy coaches senior leaders and business owners across complex, high-responsibility environments, including:

- Healthcare & MedTech
- Financial Services
- Mining & Resources
- Professional Services
- Business Owners, Founders & Medical Specialists in Private Practice

His industry experience allows him to work quickly at depth with leaders operating under regulation, commercial pressure, and high personal accountability.

### Credentials & Professional Development

Andy is an **ICF Professional Certified Coach (PCC)** with formal training in Integral Coaching through New Ventures West and the UCT Centre for Coaching. He holds an **MBA from Henley Business School** and is a **Certified Enneagram Practitioner**, bringing both strategic and human insight to his work with senior leaders.

### Qualifications & Credentials

- **ICF Professional Certified Coach (PCC)**
- **Certified Integral Coach®** – New Ventures West / UCT Centre for Coaching
- **MBA** – Henley Business School (UK)
- **Certified Enneagram Practitioner** – Aephoria AIM
- ISO 13485 & ISO 7000 (MedTech)

### HOBBIES:

- Avid reader
- Bonsai

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