

Allan Tillack

EXECUTIVE COACH



Profile

Allan is an award-winning international commercial leader and executive coach with a rare combination: deep corporate experience at the top of global organisations, and a genuine commitment to developing the leaders who run them.

Having driven transformational growth and turnarounds across ANZ for Sandoz and Abbott Nutrition — and as Chairman of the industry's peak representative body — Allan brings firsthand understanding of the complexity, accountability, and pace that defines the top job.

His coaching practice spans five continents, with engagements at continental director, managing director, general manager, and HR director levels across Asia, the Middle East, Africa, Europe, US, and Australia. Allan's focus is helping senior executives build the strategic clarity, cultural presence, and personal impact needed to lead with influence — with a particular strength in accelerating leadership transitions and elevating executive presence.

His approach is direct, practical, and grounded in real accountability. Based in Sydney with his family, Allan is passionate about cricket (umpiring), cycling, and wine.

Business Roles (selected)

- Executive Coach, Mentor & Strategic Advisor
- General Manager, **Sandoz Pty Ltd**, ANZ
- Chairman, Generics & Biosimilars **Medicines Association**
- General Manager, **Abbott Nutrition**, ANZ
- Sales & Marketing Director, **Alphapharm**
- Area Director (Asia Pacific), **Alphapharm**
- National Sales Manager, **Astra Pharmaceuticals**, Tertiary qualifications

Academic Qualifications

- **Master of Business Coaching**, University of Wollongong
- **MBA**, Macquarie University
- **Senior Executive Programs**: Northwestern University (USA), Dartmouth College (USA), HKUST (Hong Kong), INSEAD (France)

Areas of Coaching Expertise

- C-Suite and executive coaching
- Leadership transitions
- Top Team group coaching

INSTRUMENT ACCREDITATIONS

**The Leadership Circle (TLC),
Leadership Work Styles (LWS),
Advanced Facilitation Skills,
6 Team Conditions, Hawkins
Systemic Team Coaching,
Herrmann Brain Dominance
Instrument (HBDI)**

Clients

- AFTA • Grant Thornton
- Sandoz • Otsuka • Novartis
- AGL • EBOS • BNP
- HKA Consulting
- The Wine Collective
- Servicestream • UGL • D4C
- Transgrid • Metcash • Kone
- Penrith Local Council

"The relationship with Allan is far more of a partnership, given that he has faced these issues himself in similar roles. The combination of Allan's experience, his outstanding listening skills and his ability to support through such a variety of operational and strategic issues, make him the best mentor/coach I have worked with in my career."

— **Stewart Pearce**, Vice President Marketing & Portfolio Strategy - Otsuka Pharmaceutical Companies Europe

"Allan has always demonstrated the kind of leadership which I appreciate: Humility, engagement, willing to make bold decisions, taking ownership of the challenges and putting others in front on the glory."

— **Mike Crichton**, Senior Vice President - Global Therapy Area Head – Specialty & Primary Care at GSK

"Allan strikes the balance between coaching, advising and healthy challenge that really pushes my thinking in a practical way. I'm able to take outputs from our sessions and apply them to the business straight away."

— **Ryan Gynne**, Managing Director - UK Pharmaceutical Company