

# Beth Williams

*"Inspiration - Action - Results"*

**Beth is an experienced facilitator, trainer, executive coach and organizational development professional.**



## Professional Overview

Beth works with leaders who want to improve their emotional intelligence, influencing skills and organizational effectiveness. Through facilitation and executive coaching and consulting, she strengthens leaders' capacity to effectively make changes resulting in a mobilized and engaged work force.

She favors high energy facilitation, that taps into 3rd Way thinking; Values-based Leadership – impacting both a leader's character and performance; 3-D Vision: change at individual, team and organizational dimensions.

## Career Highlights

Beth Williams brings 20-plus years of sales, marketing, management and human development experience to the coaching, training and change management profession.

- She started her corporate career in the world of advertising and publishing.
- She held sales and management roles directing national sales for over 40 major market newspapers ( Knight Ridder, Hearst, Times Mirror)
- Her tenure in sales for the newspaper industry afforded her exposure to a wide array of industries including, financial services, high tech, cosmetics, travel, automotive and recruitment.
- She spent many years in the recruitment advertising industry helping America's largest corporations and mid-size businesses attract, recruit and hire top talent for their organizations.
- It was this experience, coupled with managing her own sales team and coaching sales professionals across the various newspapers she served that led her to the field of human development 17 years ago
- In 2000, Beth with her business partner started Forward Focus, a change management and human potential development firm focused on leadership, organizational development, team building and sales
- She is a motivator who is able to see people's gifts and leverage and develop them as she builds organizations.

## Expertise

- Leadership and management development in financial services, retail, chemical and non-profit
- Emotional Intelligence for technical managers in pharma and financial services
- Team-Building across a variety of industries
- Change Management for the manufacturing and newspaper industry – transition to digital product line
- Strategic Planning in media, chemical, retail, not-for-profit and manufacturing
- Conflict Resolution across a variety of industries
- Implemented a 20-slot coaching program for a hedge fund back office

## Professional Qualifications / Associations

- B.A. in Communications and Marketing from Boston College.
- Graduate of the Institute for Professional Coaches and a certified coach
- Completed graduate courses in Organizational Development at the New School in NYC.
- Member of the Society of Human Resources Managers and the International Coaching Federation.
- Certified Integrity Sales Trainer
- MBTI ( Myers-Briggs ) Certified Practitioner
- Distributor of DISC Communication Styles Analysis
- Certified EQI-2.0 Practitioner

## Selected Clients

- Novartis
- GlobeOp Financial Services
- Tribune Company, Los Angeles Times
- Hearst Corporation
- BASF
- Philips Van Heusen
- CareerBuilder formally CareerPath.com
- Zillow
- National Cooperative Business Association