



Valarie D. Willis

Valarie Willis is an accomplished consultant, speaker, author, and trainer who understands the complexity of business. With humor and a commitment to helping organizations solve problems, she works collaboratively with her clients to design custom transformations.

Professional Expertise/Services

Known for her passion and energy, Valarie has worked with companies in many industries including health care, pharmaceutical, government, manufacturing, wholesale, retail, technology and finance. Her mission is to guide and provoke organizations to optimize business results through leadership development.

Her belief is that each individual can achieve their fullest potential given the tools and opportunity. Throughout her 20 plus year work history, Valarie has assumed critical management, leadership and consulting roles of significant scope. She has led a major merger and acquisition for one of her previous companies, was director of sales and operations, and director of information technology. Valarie was the Managing Director of Client Services for a major consulting firm and is a known change catalyst and innovation specialist.

Recent Assignments -

- **Make-A-Wish Foundation** – utilized Five Dysfunctions of a Team to increase collaboration within the team. Last year, used Encouraging the Heart to help create a culture of care.
- **Key Government Agency** – currently using The Leadership Challenge as a professional development plan for director level and above. There is an emphasis on leadership development and ideally, The Leadership Challenge could become the foundation development tool
- **United Way** – Proposal was accepted to have the LPI as the preferred Leadership development tool. Currently working with the “Lead” program participants to take the LPI and have developed an LPI webinar session to help them understand and use the results. United Way is developing their leadership pipeline.
- **American Heart Association** – helped them to articulate and communicate a new vision to help them start down the path of their billion dollar goal.
- **New York Life** – The Leadership Challenge is now in open enrollment and developed a Leadership Challenge follow-up session to help participants stay on track.
- SVP of a major consumer goods company is re-branding their business and we will co-develop a deployment plan.

Education and Professional Affiliations

- M.B.A. Xavier University
- B.A. Wilmington College
- Qualified in Belbin Team Analysis

Contact Information

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