



### **Jeffrey D. Hatchell**

Jeffrey D. Hatchell is president and founder of J.D. Hatchell Enterprises, Inc. He does business as Over the Top Coaching and Empower Management Solutions. His company focuses on equipping newly promoted and mid-level managers as well as high potential individual contributors with leadership skills.

Jeff has more than 20 years of experience at Fortune 500 organizations in management and leadership roles, including working as a Director with American Express and a Vice President with Wells Fargo Bank. His company recently won the prestigious award of Supplier of the Year by the Northern California Supplier Development Council and Pacific Gas and Electric Company.

Jeff is known for his executive coaching, teambuilding workshops, and speaking skills that drive results with many Fortune 500 companies including Johnson and Johnson, PG&E, Kaiser, Clorox, Wells Fargo and many others.

### **Professional Expertise/Services**

J.D. Hatchell Enterprises, Inc. is a certified minority business enterprise through the Northern California Supplier Development Council. Over the Top Coaching won the 2007 supplier of the year award from this organization and Pacific Gas and Electric Company.

Jeffrey has coached mid to senior level executives in Fortune 500 organizations as well as led leadership workshops with their team. Jeff's coaching approach is to first gain an assessment of the manager's current status and obtain an agreement for an area of focus. Then to have them identify their core values, strengths, and areas of opportunity to gain more balance and intentional business results. Coaching clients state after working with Over the Top Coaching that they have gained more clarity and are inspired with a renewed focus on obtaining over the top results in their career and life.

Prior to starting Over the Top Coaching, Jeff worked in a variety of leadership positions with Fortune 100 companies. Hatchell, held the position of Vice President and Business Banking Manager with Wells Fargo. In this role he led and coached a team of business bankers focused on providing financial service solutions to small businesses. Jeff was the only manager in this capacity that had 100% retention of a 10 member team over a 13 month period. Hatchell started with Wells Fargo as a Strategic Business Manager for California Business Banking Bay Division. In this capacity, Hatchell developed and executed business plans, sales initiatives, and enhanced internal partnering. His efforts increased sales and improved cross-sell results. In addition, Hatchell is a member of the Wells Fargo African American Strategic Board of Directors.

### **Recent Assignments** - Examples below

- Over the Top Coaching, Executive Coaching – 2007 supplier of the year award
- Wells Fargo - VP and Business Banking Manager
- Wells Fargo - Strategic Business Manager
- American Express - National Sales Director
- American Express - Manager of Regional Accounts
- Coached mid to senior level executives in Fortune 500 organizations as well as led leadership workshops with their team.
- Led and coached a team of business bankers focused on providing financial service solutions to small businesses.
- Only Business Banking Manager with 100% retention of a team over a 13 month period.
- Developed and executed business plans, sales initiatives, and enhanced internal partnering; increased sales and improved cross-sell results.
- Established new distribution channels that resulted in gaining new business partners in non-traditional vertical industries.
- Exceeded sales goals and received American Express Grand Achievers Award.



## Pfeiffer Partner Program

### **Education and Professional Affiliations**

- President - National Black MBA Association San Francisco Bay Area
- Member - 100 Black Men Inc
- M.B.A. - Nova Southeastern University
- B.A. - Business Administration in Marketing
- CoachU graduate

### **Contact Information**

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