



## Sharon Griggs

### **Professional Expertise/Services**

Sharon Griggs is a management coach and business executive with over 25 years of experience leading both domestic and international teams while mentoring individual managers to success. She held various senior positions at Verizon Wireless (and its predecessor AirTouch Communications), including Director of Strategic Planning, Director of International Marketing, and General Manager. As a general manager, she turned around two failing business units for which she had full P&L responsibility.

Her leadership coaching focuses on improving communications, developing emotional intelligence, and applying proven leadership principles. Her business effectiveness coaching emphasizes practical operational tactics that ensure the delivery of strategic and annual goals. Sharon uses improvements in customer satisfaction, employee satisfaction and investor satisfaction to measure coaching results.

### **Recent Assignments**

- CEO, national insurance provider who needed to strengthen communication within his senior leadership team
- COO of a web-based health care innovator who needed to develop her leadership skills and improve communications with the CEO
- General Manager in the exclusive tier of the hospitality industry who needed to improve operating results by getting better results from his direct reports
- EVP of a global financial institution who needed to improve his change his reputation for competing rather than teaming with colleagues
- Director of Strategic Planning of a cable television provider who need to improve his executive presence
- Regional Sales Director of a manufacturing company who needed to improve her diplomacy and political awareness

### **Education and Professional Affiliations**

- MBA, Harvard University
- MA, University of California (Sociology)
- Board Member, Professional Coaches and Mentors Association (PCMA)
- DISC, Emotional Intelligence and LPI assessments

### **Contact Information**

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