



**Karen Martin Settlemyer**  
**Signature Success**

Karen has been successfully managing and coaching individuals for almost 20 years. After establishing a successful track record as a sales manager with Roche Pharmaceuticals, she was selected to be in charge of professional development for the entire U.S. oncology sales team at Roche. In this capacity, she conducted needs assessments; developed and facilitated training workshops for the management team and established an internal coaching program for the oncology team.

**Professional Expertise/Services**

In addition to being a certified practitioner in both Emotional Intelligence and Effective Intelligence, Karen has earned Master's Degrees in Health Services (MS) and Organization Management and Development (MA). She has a graduate certificate in Evidence Based Coaching and is certified by the International Coach Federation.

Karen currently provides organization and professional development services through the company she founded, *Signature Success, LLC*.

The company focuses on enhancing the performance of individuals and organizations through a variety of methods. These include needs assessments, the creation and facilitation of workshops, strategic planning, and coaching for key individuals within organizations. Team effectiveness is a particular area of expertise. Clients include boards of directors, committees, manufacturing companies and health care organizations.

**Recent Assignments**

- Genentech – Team Building workshop for newly formed marketing team
- Health Answers – Training workshop development; competency model development
- Greater PW CASA (Court Appointed Special Advocates) – Strategic planning workshop and development of strategic plan
- Individual coaching clients: topics included career transition and sales skill development

**Education and Professional Affiliations**

- MA Organization Management and Development, Fielding Graduate University
- MS Health Services, University of North Florida
- BS Education, Indiana University
- Certified: Emotional Intelligence BarOn EQ-i®, Effective Intelligence®, TILT Leadership Predictor®
- ACC, International Coach Federation

**Contact Information**

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