

## Executive Coach

# Kristen Schmitt

Columbus, Ohio



### Highlights

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Professional Certified Coach (PCC) with the International Coaching Federation

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Co-creator of “The High EQ Sales Leader” (course) and “The Best Leader They’ll Ever Have” (course)

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20+ year top-performing sales leader

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Elevating Great Leaders for Tangible Results

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Wife, mother, singer, and Pilates aficionado

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Kristen believes that exemplary leaders are keenly aware of not just what they do, but who they are. She partners with her clients to be the best they can be while elevating their leadership and delivering tangible results to their organizations. After 20+ years as an award-winning sales leader and embarking on her own life-changing coaching journey, Kristen became an executive coach in 2016.

Kristen brings her corporate leadership experience, a unique career journey, and an unwavering partnership to her clients. Kristen’s clients report that she quickly exposes their thought and behavior patterns and inherently knows when to challenge, support, hold space, and use humor. In Kristen’s corporate career with Pearson, she was promoted to vice president at 30, a first for the organization. Over time, she built great teams, performed at the top of her peer group, and experienced zero negative turnover. As a coach, she surfaces her clients’ blind spots and their impact on leadership effectiveness, designing actions to facilitate lasting change in thought patterns and behaviors. These results cascade outward to inspire others, elevate their teams, and enhance the client’s professional and personal gratification.

### Education & Certifications

- B.S. in Marketing and English, Central Michigan University
- PCC (Professional Certified Coach), International Coaching Federation
- ICF Team Coaching Certification (pending)
- Hogan Leadership Series Certification

### What clients say about Kristen

*“After working with Kristen for nearly a year, I cannot recommend her coaching, approach, and patience enough. I got more than I could have imagined from my experience and emerged as a stronger, more empathetic, and driven leader. She began with the end in mind, was incredibly adaptable, and was always direct and honest with her feedback. Working with Kristen was like having a personal business school master class, but where all the case studies and learning modules were my real-world experiences, and the professor became a trusted mentor and friend, genuinely invested in my progress and success.” –Regional Sales Manager, Technology*

*“Kristen is an incredible listener and asks deeply perceptive questions. She also ensures that growth happens outside of the coaching sessions. She had an exercise and worksheet for every issue we uncovered that needed work. Finally, Kristen exudes trust and care. I highly recommend Kristen as a coach.” SVP of Sales and Success, Educational Technology*