



## Leslie Jones

Executive Coach

### Professional Expertise:

- Executive Coaching
- Business Development
- Leadership Development
- Relationship Management
- Transformational Coaching
- Team Leadership

### Industry Experience:

- Consulting
- Digital & Technology
- Entrepreneurial Ventures/Startups
- Financial Services
- Healthcare
- Non-Profit
- Strategy

### Education:

- BA in Psychology - Michigan State

### Selected Certifications:

- Break Through Consulting Business Results Coaching Certification
- TCE: The Coaching Program

### Positions Held:

- Executive Coach — Break Through Consulting
- President - The InnerActive Institute
- Sr. Sales Rep. - Center for Excellence
- Founder and President - Let's Go Live

Leslie Jones is an executive coach with a driving passion to empower top executives and to transform the way they live, work and interact with others. Her coaching clients consistently experience increased personal power, productivity, satisfaction, revenue and influence - creating breakthrough results. Her unique ability to integrate her client's vision with their external reality has facilitated transformation for thousands of individuals and hundreds of organizations over the past 24 years.

Leslie has experience coaching top executives in Fortune 500 companies, CEO's, multimillion-dollar sales producers, entrepreneurs, and others across a wide range of industries from technology, to consulting, to strategy and healthcare. She supports leaders to produce transformative results by regaining passion and fulfillment in their roles, cultivating health, strengthening connections with key relationships and improving communication skills.

Prior to joining Break Through Consulting, Leslie was instrumental in more than doubling the size and revenue of a communications consulting firm specializing in leadership, business development and team building.

### Break Through Business Results

Leslie coaches leaders in complex, global organizations to have a greater impact by living and working from a deep rooted, sustainable vision. Her coaching supports leaders in cultivating balance, addressing health and vitality, deepening relationships and cultivating trust. Leslie supports top leaders to imagine and invent their future.

- Coached a newly promoted Managing Executive in a global multibillion dollar consulting firm to increase internal visibility and expand his network (representing his company at a NATO conference), putting him on track to reach his goal of joining the Board of Directors.
- Supported a digital services leader to have more impactful conversations in the C-suite, elevating his position and ability to leverage experts. During coaching the executive built a significant pipeline of new digital services including a \$25 million contract opportunity.
- Coached a Financial Services leader in the Global 500 to increase his gravitas with clients by focusing on strategic questioning, reading body language and requesting feedback in client meetings. These efforts have produced an increase in meeting scores as rated by internal team members.
- Senior executive "delivery" specialist seeking promotion, demonstrated his ability to shift from "delivery" to strategic leadership by opening several new lines of business and creating a dynamic business unit that internal talent sought out to join. Coaching was instrumental in his growth and promotion opportunities at this multibillion dollar global organization.

**"Personal growth... self-awareness... self-confidence... and courage to explore new boundaries...those are just some of the benefits of my work with Leslie. She has a unique approach for getting to the center of complex challenges & opportunities that leaders face every day, and helping to push through those challenges. I am a stronger leader because of the opportunity to learn & grow through Leslie's coaching."**

**Todd Nicholson — Principal Program Manager, Microsoft**