

# Leadership and Executive Coaching Coach Profile



## **Amiel Handelsman, MBA**

### **COACHING STATEMENT**

Amiel specializes in helping smart, principled managers and executives rise to new challenges. He offers powerful insights that allow clients to produce excellent results with integrity. He is known for his insightful mind and ability to focus on the one thing that matters most. He enjoys providing a blend of challenge and support mixed with a tablespoon of irreverent humor. Amiel is known for building trusted relationships at every level and investing time to learn the business and its culture.

### **EDUCATION**

**MBA** Ross School of Business, University of Michigan

**B.A.** Public Policy Studies, Duke University

### **AREAS OF SPECIAL FOCUS**

Amiel particularly enjoys working with leaders who are: transitioning into new leadership roles, working to influence organizational change, developing more strategic decision-making skills, and cultivating a powerful leadership presence. He is talented at helping leaders create powerful new conversations that engage their teams and build trusting relationships.

### **CERTIFICATIONS & AFFILIATIONS**

- Certified executive coach through New Ventures West's rigorous year-long program
- Certified in Myers-Briggs Type Indicator and Spiral Dynamics
- Former Advisory Board Member, Erb Institute for Sustainable Enterprise, University of Michigan

### **PUBLICATIONS**

"The Promise of Integral Coaching,"

Amiel Handelsman, James Flaherty, *International Journal of Coaching in Organizations* (2004)

## CAREER HISTORY

For the past 18 years, Amiel has worked with organizations in business, health care, and the philanthropic sector to develop skilled leaders and craft sound strategies. He began his career with Triangle Associates, a leading provider of executive development and strategic consulting services to academic health centers and health professional schools. Since 1997, he has headed up his own consulting and coaching firm with a strong presence in high tech and health care. His experience includes overseeing marketing and business development for New Ventures West, a premiere provider of professional coach training and serving as Performance Improvement Officer for Clackamas County Health Housing & Human Services. Amiel has also served on the faculty of Portland State University and Antioch McGregor University.

## REPRESENTATIVE CLIENTS

Clients over the past 18 years include: Nike, Ernst & Young, Washington Mutual, a leading semiconductor company, Intuit, MultiCare Health, University of Michigan, University of California-San Francisco, American College of Healthcare Executives, Robert Wood Johnson Foundation, Eugene Water & Electric Board, Community Foundation for Southeastern Michigan, Fort Mason Center, & The Nature Conservancy of California.

## CLIENT QUOTES

*“Amiel helped me build skill in holding difficult conversations about a decision crucial to the success of our new start-up factory. When I had to do difficult conversations before, it was very stressful, like water building up behind a dam. Through Amiel’s coaching, I was able to articulate what’s important to me and bring up difficult topics in a meaningful way.”*

**Duncan C., leadership team of multi-billion dollar manufacturing factory**

*“Amiel is both insightful and knowledgeable. He brought the perfect balance of forthright, practical advice with encouraging me to come to my own conclusions. After every session, I felt like I learned something that I could apply right away. Amiel is a wonderful coach.”*

**J.J., HR Director, Leadership Program participant**

## SAMPLE COACHING ASSIGNMENTS

- Coached VP of a Fortune 100 company to improve the organizational health of a 1,200-person organization pivotal to the company’s future strategy
- Coached VP of growing software company to rebuild fractured relationship with key retail customer. The successful partnership between the two companies was featured four months later in a front-page story in the *Wall Street Journal*
- Coached one of the top ten technical leaders of a Fortune 100 high tech company to build a compelling leadership brand distinct from his longstanding predecessor
- Coached ten members of the executive team of a federal agency to build effective teamwork with each other during an organizational change
- In preparation for a \$2 billion factory startup, coached six members of the senior management team to build leadership capabilities needed for ambitious financial, quality, and safety objectives
- Coached Operations Director of a Fortune 100 company to balance focus on results with attention to relationships with her team