



CAROLYN ESPOSITO

President
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CONTACT INFORMATION

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Professional Summary

Carolyn Esposito is an accomplished leader, consultant and executive coach. She brings over 30 years of diverse business experience to her work in corporations across business sectors, with a focus in financial services.

As a consultant, Carolyn combines insight and business acumen to size up corporate cultures and surface opportunities to strengthen performance through people. She has worked with clients on change management and strategy initiatives, as well as in the selection, on-boarding, development, and retention of leaders and high-potential talent.

As a coach, Carolyn helps clients to align with their values, build on their strengths, and adapt behaviors to achieve exceptional performance. Her areas of focus include leadership, high-potential and key-talent coaching, role and transition coaching, and values alignment coaching. She also enjoys teaching coaching skills to leaders, as well as working with global MBA students, as they transition into new business roles and cultures. Clients appreciate her unwavering commitment to helping them achieve sustainable results through one-on-one, team, and peer coaching processes.

Previously, Carolyn spent eight years at Prudential and Wachovia Securities in roles as First Vice President and Director of Business Integration, Learning and Performance Strategy, and Financial Advisor Development. In these roles she co-authored the Private Client Group's business transformation plan, led a task force to implement its Client Advisory Process, established multi-tiered Coaching Systems across 10 regions and 350 branch offices, and directed the development of 6,000 Financial Advisors. Internal and third party measures validated increased revenues, assets, fee-revenues and client satisfaction as a result of initiatives that she led.

At Learning International, Carolyn directed the development of a strategic sales training product and at Case Abbington Associates she consulted on client service to a diverse, multi-national clientele. She began her career at the Hertz Corporation where she managed training, communication, and executive customer service departments.

Today, at Talent Pathways, Carolyn offers coaching and consulting to clients across the globe.

Education

- Columbia Coaching Certification Program, Columbia University
- The Securities Industry Institute at the Wharton School
- M.A., Media Studies, The New School for Social Research
- B.A., English, Dowling College

Certifications and Affiliations

- Certified in Executive and Organizational Coaching, Columbia University
- Certified in Hogan Leadership Assessments: Hogan Personality Inventory (HPI), Hogan Development Survey (HDS), Hogan Motives, Values, Preferences Inventory (MVPI) and Hogan 360
- Certified in Myers-Briggs Type Indicator (MBTI)
- Certified in Leadership Through People Skills (LTPS), Psychological Associates
- Advanced Practitioner Training, *Building Strengths*, VIA Institute on Character
- Coach Member, International Coach Federation (ICF); Board Member, ICF New York City Chapter