


# Gumball

Do good, have fun, and prosper.

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GENERAL PROFILE		
Sarah Osteen		
<b>Company Name:</b>	<b>Gumball Enterprises</b>	
<b>Residence Country</b>	United States of America	
<b>Languages</b>	English	
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PROFILE DETAIL		
<b>Education</b>	<ul style="list-style-type: none"> <li>B.A. Georgetown University</li> <li>MBA Babson College</li> </ul>	
<b>Certifications</b>	<ul style="list-style-type: none"> <li>Columbia University Executive Coaching Program, Credentialed Coach: International Coach Federation</li> <li>Hogan Leadership Assessment: Advanced Interpretation Certificate</li> </ul>	
<b>Areas of Expertise</b>	Persuasion, Difficult Interactions, Coaching, Leadership, Feedback, Strategic Thinking, Business Strategy, Managing Upward, Influence without Authority	
<b>Industry(s)</b>	Technology, Healthcare, Retail, Telecommunications, Education, Biotech, Finance, and Non-Profit	
<b>Years of Facilitation Experience</b>	14+ years	
<b>Years of Consulting Experience</b>	18+ years	
<b>Years of Training Experience</b>	18+ years	
<b>Assessment Tools</b>	Hogan, 360 Assessment, Full Range Leadership Assessment	

<p><b>Coaching Style</b></p>	<p>Client centric, purposeful, focused on finding alignment (and misalignment) between the organizational mission and vision and the individual’s goals, oriented to building leadership muscles by asking challenging questions, focused on action and working with the client to build action plans for executing targets</p>
<p><b>Sample Clients</b></p>	<p>Accolade, T-Mobile, University of Washington Foster School of Business, Booking.com, Iron Mountain, Harborview Hospital, Harvard Business Publishing, Healthfirst, Hormel Foods, Canadian Manufacturing Network, Seattle Fire Department</p>
<p><b>BIO</b></p>	
<p>Sarah Osteen has eighteen years of experience in leadership development and over eight years in executive and team coaching. By focusing on leadership goals, she enables leaders to discover the impacts of their actions and maximize their influence.</p> <p>In addition to working with individual clients, Sarah coaches and facilitates programs for participants at the Center for Leadership and Strategic Thinking at the University of Washington Foster School of Business and teaches at the UW Jackson School of International Studies.</p> <p>Sarah works with clients in a range of sectors to deliver high impact leadership development solutions for both individuals and teams. She focuses on topics at the heart of communication – emotional intelligence, persuasion, difficult conversations, and negotiations. Sarah provides leadership development design and delivery as well as executive coaching and team coaching from the c-suite to mid-manager level.</p> <p>Sarah spent nine years as a Senior Solutions Manager in Corporate Learning at Harvard Business Publishing. In her role she worked closely with the Harvard Business Publishing sales team to design and implement powerful leadership development solutions. Sarah continues to maintain a close partnership with Harvard Business Publishing.</p> <p>Sarah received her BA in English from Georgetown University and her MBA from the F.W Olin Graduate School of Business at Babson College. Sarah attended the Executive Coaching Intensive Program at Columbia University and received her coaching certificate through the International Coaching Federation. She is also certified in the Hogan Assessment and People Skills behavioral assessment.</p>	