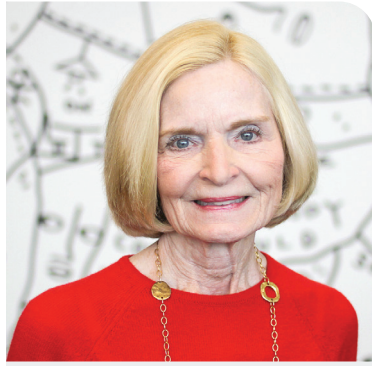


Patricia Kellett

Coaching Profile



Patricia Kellett
Director
Hogan Coaching Network

Background

Since 2010, Trish has been the director of the Hogan Coaching Network, an elite team of 50 worldwide consultants who are experts in interpreting Hogan inventories and coaching leaders. She is the coauthor of *Coaching the Dark Side of Personality*, the definitive guide to using the Hogan Development Survey to enhance leaders' effectiveness, and *Reputation – A Leader's Path to Career Success* that approaches leadership development through a "reputation lens." Prior to joining Hogan, Trish spent 15 years in the leadership assessment, development, and coaching industry. As a consulting practice leader for Manchester, Inc., and later in her own practice, she worked with leaders across myriad industries and functions to enhance their own effectiveness and that of their teams.

Before becoming a consultant, Trish was an accomplished executive at AT&T and National Service Industries. Her corporate experience included assignments in operations, strategic planning, customer service, sales, marketing, product and market management, and human resources. She successfully led organizations as large as 2000 people and managed annual revenue streams as large as \$650 million. She brings to client organizations both a line manager's perspective and understanding of their issues and a consultant's expertise to develop solutions.

Professional Experience

Principal and Co-founder, Targeted Solutions International, LLC

Senior Vice President and Consulting Practice Leader, Southeast Region, Manchester Consulting

Vice President, Sales and Marketing, National Service Industries

Executive positions in marketing, market and product management, operations, and human resources, AT&T

Progressive technical and management positions, Southern Bell

Education

B.A., Mathematics – Duke University, Phi Beta Kappa, Magna Cum Laude

M.B.A. – University of Miami, Phi Kappa Phi, Beta Gamma Sigma

Program for Management Development, Harvard Business School

Client Experience

AT&T, A.T. Kearney, BB&T, BMW Manufacturing, Boeing, Bristol-Myers Squibb, Center for Creative Leadership, Chase Bank, Cisco, The Coca-Cola Company, Dell Computers, Eli Lilly, Englewood Medical Center, Hanes Brands, Honeywell, Johnson & Johnson, Lucent Technologies, McDonald's, Microsoft, Novartis, Novo Nordisk, PepsiCo, Roche Pharmaceuticals, UNC Hospitals, Valspar, Yum! Brands

Leadership Development

Executive Coaching

Individual and Organizational Assessment

Change Management

Performance Management

Organizational Alignment

Succession Planning

Competency Modeling

Strategy Development

Business Planning