

## Trish Kellett

### Coaching Profile



**Trish Kellett**  
Executive Advisor  
Strategic Initiatives

#### 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

BA, Mathematics – Duke University, Phi Beta Kappa, Magna Cum Laude

MBA – 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**