



DAN HAILE, PCC, Executive Coach

Today demands a new kind of leader.™

CASE STUDY

This audit vice president joined a large publicly traded company and needed stronger relationships with the C-suite and the Board.

Fortune 1000 Company in New Industry *Gaining credibility in a senior-level role*

Opportunity

After being recruited to join a publicly traded Fortune 1000 company, this executive faced challenges with integrating into the new organization. The individual needed to adapt to many changes at once:

- Learning a completely new business sector,
- Moving from a small company to a multi-billion-dollar one,
- Assuming a position with more exposure,
- Embracing a very different culture, and
- Communicating effectively with the CFO and Board audit committee chair.



Dan Haile Executive Coaching Solution

Dan coached the executive through emerging challenges. He suggested spending more “time in the trenches” to build stronger relationships with peers, while learning the business faster. Simple actions such as taking other VPs to lunch, limiting distractions by not taking a Blackberry to business review meetings and listening more closely made a big difference. Dan’s experience as a corporate executive helped this individual grow in the new role.

Benefits

Dan’s intuitive pragmatism helped this vice president “fit in” better by:

- Learning to build stronger relationships at all levels.
- Worrying less and keeping priorities in perspective.
- Gaining credibility with subordinates, peers, superiors and the Board.

