



BARBARA TAYLOR

Barbara Taylor is an accomplished career management, job search and executive coach with over 25 years of experience. She works with all levels of clients from entry level to senior executives. Additionally, she has experience working with people in transition across many industries.

Barbara knows it's key to develop rapport and trust with her clients. And solid communication and listening skills are her coaching cornerstones. She asks probing questions as well as helping her clients develop targeted career management plans. Barbara's background enables her to work with people who may want to switch careers or who may want to explore beginning their own businesses. She has a good understanding of the business world and the politics of organizations.

Previously, Barbara headed Talent Management and Executive Development at Lincoln Financial Group.

Expertise

- Career Management
- Job Search Strategies
- Networking Strategies
- Informational Meetings
- Interviewing
- Résumés
- Assessments
- Leadership Development

Accomplishments

- Accomplished career management/executive coach, specializing in optimizing performance to achieve career advancement objectives through skill acquisition, enhancing networking competencies, and professional brand development.
- Accomplished Networking Consultant equipping individuals with job search skills/tools for effective networking leading to job placement.
- Co-creator of cutting-edge, corporate performance program – *Silo-Busting Networking* – designed to accelerate individual, team, and organizational performance through improved internal relationships and communication.
- Managed corporate-wide quality/change management process, re-engineered functions, streamlined workflow, and reevaluated job definitions affecting 5,000 staff across 20 divisions; achieved \$10M in cost savings within three years.
- Designed, marketed, and launched *Conversations with Women Leaders*, quarterly series for high potential and emerging businesswomen to discuss current issues and sticky business predicaments that make or break careers.



Barbara Taylor (continued)

Education

B.S., Communications, Ohio University

Graduate Studies, Indiana University

MBTI Qualified

DiSC Proficient

Certified, FIRO-B

Networking Certification - Contacts Count

Certified, Career Architect Tools & 360° Assessment

Certified, Situational Leadership II

Center for Creative Leadership - Benchmark 360° Assessment

Memberships

PA Career Development Association

International Coach Federation

Beacon

Women Owned Law

