



## KEN SHER

---

Ken Sher is a Career Coach and Executive Coach with 30-years' experience leading and coaching individuals and managerial teams at companies such as Johnson & Johnson and Bristol-Myers Squibb.

In addition to winning multiple achievement awards in various sales & marketing roles, he led four different Sales Training & Leadership Development teams including a global organization. Ken's teams designed, developed, and delivered leadership training to multiple levels within J & J. He also led the Johnson & Johnson Sales Recruiting Department to record placements.

Ken is dedicated to improving individual and team performance by focusing on his TRUST Success Model which, when applied to Leadership and Career Management, can be transformational.

### Expertise

- Career Coaching
- Personal Branding
- LinkedIn
- Resume Writing
- Interview Preparation
- Networking Strategies
- Executive Coaching
- Leadership Development
- Sales Training

### Accomplishments

- Coached 150+ leaders from District Manager to CEO
- Increased Johnson & Johnson Recruiting department placements 3-fold from 400 to 1200+ annually
- Developed and established a standardized global coaching model
- Led global training & development activities in North America, Europe and Asia-Pacific
- Developed and established a global "Future Leaders Development Program"
- Led teams from 2 to 70 associates and received multiple leadership awards including District Manager of the Year, Region Business Director of the Year and several J & J Standards of Leadership awards
- Awarded 4 Bristol-Myers Squibb awards for contributions to business goal attainment
- Launched and restructured departments to more closely align with business goals
- Utilized technology to expand scope and reach of programs, both domestically and globally



## **Ken Sher (continued)**

---

### **Education**

B.A., English Literature and Business Communication, SUNY, Oneonta, NY

### **Memberships**

Beacon Networking Group

Philadelphia Area Great Careers Group

Career Professional Executive Networking Group (CPENG)

### **Recent Posts on LinkedIn**

"How to build your network using LinkedIn Groups"

"How to answer the 'Aren't you Over qualified for this role' question"

"How to get great recommendations on LinkedIn"

"Elements of an effective elevator speech"

"How to find the Hidden Job Market"

