



JOANNE BREM

- Professional Certified Executive Coach
- Leadership Development
- Cultivates Executive Presence
- Strategic Planning and Team Workshops

Joanne Brem is an executive coach who brings seasoned, hands-on expertise to the field of organizational leadership development and education. She works with executives and senior leaders to cultivate the leadership mindset and develop the skills and strategies needed to sustain peak levels of creativity, innovation and productivity while achieving their goals and effectively driving needed changes in their organizations. This leads to her clients producing high impact, sustainable results - in terms of their own performance, that of their teams, and in their relations with all stakeholders. Her clients' companies include Informatica, Hitachi Global Storage Technology, IBM, Pacific Gas & Electric, AT&T, Robert Half Management Resources, PeopleSoft, Anritsu, Wyndham Vacation Resorts, and Better Energy Systems.

Joanne's 17+ years' background in business is distinguished by great success selling in the information technology industry with Amdahl Corporation (now Fujitsu Computer Systems), Honeywell Information Systems and Burroughs Corporation (now Unisys). In her last ten years with Amdahl, selling in the IBM plug-compatible mainframe computer and peripherals market, she was a consistent Summit Award winner for exceeding quota by 200+%. In her last year, she was rated #2 in the country with over \$30M in sales. As a top-performer in this extremely high-paced, competitive environment, she learned and integrated into practice the principles, dynamics and skills of sustainable high-impact performance and collaborative teamwork, which intrinsically informs her coaching process.

Joanne specializes in leadership development, cultivating executive presence, strategic planning and thought-partnering, development of effective interpersonal skills including communication and conflict resolution skills, building long-term strategic partnerships and stakeholder relationships, navigating the political landscape, and organizational and personal transition. Her coaching combines strong business acumen and insightful intuition, and an engaging and energizing personal style with a direct and results-oriented approach.

Joanne facilitates strategic planning and other team processes and custom designs and delivers workshops/ programs on topics relating to organizational leadership, both in-house within organizations and independent business groups. In addition, she facilitates a monthly CEO business advisory roundtable for the SF Bay Area Golden Gate Chapter of the Women Presidents' Organization, a membership organization for women CEO's and/ or owners of second-stage entrepreneurial companies (revenues of \$2-50M).

#### **Education**

Joanne holds a BS in Psychology with a minor in Business Administration.

Certifications:

- Professional Certified Coach (PCC) with the International Coach Federation (ICF)
- Certified Professional Co-Active Coach (CPCC) with the Coaches Training Institute
- Myers-Briggs Type Indicator (MBTI) qualified

#### **Personal Interests**

Class 4-5 white water river running, adventure travel, hiking, lap swimming, opera, classical orchestral and chamber music, and professional/personal life-long learning and development.