



THE BULLING TOWNE GROUP, LLC

*“Leila is fun, easy to work with, tough. She pushes you in ways you know you need to consider—you just haven’t found someone to hold you accountable yet. She will do that—and you won’t regret the investment of time or money.” SVP, Sales*

## BIOGRAPHY

# LEILA BULLING-TOWNE: EXECUTIVE COACH



Leila Bulling Towne is an executive coach who specializes in helping leaders decide what to say and how to say it. She coaches executives to speak with authority and authenticity, whether they are communicating to employees, the board, or customers. In other words, she makes it easier to be the boss.

Her clients range from well-funded Silicon Valley startups to Fortune 500 companies. Leila’s global facilitation and coaching experience includes working in France, Germany, the Netherlands, Switzerland, the United Kingdom, Australia, Singapore, Taiwan, India, South Africa, and China.




Leila has operated her own executive coaching and leadership development practice since 2007. Prior to then, she ran the Learning and Development function at CNET Networks, where she was employed for 11 years. At CNET, Leila coached leaders 1:1 and established coaching circles, created the company’s corporate university, planned the development of the company’s first management and leadership programs, and partnered with executive team members to plan and facilitate executive offsites. She graduated from U.C. Berkeley with a double major in English and German and has a Master’s in English from Claremont Graduate University at The Claremont Colleges.

Leila is certified in various assessments, including the MBTI®, Lominger LEADERSHIP ARCHITECT® and VOICES® 360, the Center for Creative Leadership Assessment Suite, FIRO-B, CPI 260, Tilt, ESCI.

Leila facilitates executive retreats and offsites and certified workshops for the books *The Five Dysfunctions of a Team* (Lencioni), *The Leadership Challenge*® (Kouzes and Posner), and *The Radical Leap* (Farber). She and her team also develop and lead workshops on core management skills, behavioral interviewing, transition to leadership, coaching for leaders, and teambuilding with the MBTI®. They also guide companies in the development of corporate universities and create custom high-potential employee programs.

## CLIENTS AND SCENARIOS

These are some of the scenarios and leaders we advise:

-  **Transition to leadership:** the VP who has received a promotion and whose responsibilities have grown in size and scope; the technical expert who now manages a global team of 100 vs. 20 in just one office.
-  **Core management and leadership skills:** the Director or VP whose responsibilities have doubled in scope; the executive who wishes to manage people effectively yet needs support.
-  **Communication and executive presence:** the GM, MD, VP, or C-level leader who wishes to communicate that she is engaged, excited, and confident in every setting; the executive preparing to present at a conference or facilitate an offsite which the board of directors will be analyzing every word and movement he makes; the “abrasive” leader who struggles to communicate authentically and appropriately.