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## Karen Falcocchio

### Executive Coach

Karen has 20 years' experience coaching senior managers and management teams as both an executive coach and in her previous roles as Head of Human Resources and Head of Learning and Development for JP Morgan Asset Management EMEA. Karen has a background in investment banking and asset management and was with JP Morgan for over 20 years before setting up her executive coaching practice. She works with high performing leaders to accelerate their development and enjoys working with clients at a point of inflection in their careers where it is time for them to take on greater responsibilities and broaden their impact and influence across an organisation.

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#### Region

United Kingdom

#### Area of expertise

Developing Leaders

Women in the Workplace

Working Parents

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## Coaching Style

Karen combines her business experience and psychological insight to help clients optimise their personal impact, increase resilience, and sometimes make difficult changes in order to thrive in their intense and complex organisations. She creates the space for them to identify their own best options and solutions while offering insight and supportive challenge to stimulate their thinking. Karen draws upon a wide range of tools and models to help her clients become more self-aware and intentional in the impact they have on others. Senior executives like her pragmatic approach and appreciate that she understands their context and the associated issues and opportunities.

Her clients would describe her as *'Engaging, Perceptive, Pragmatic'*.

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## Coaching Specialisms

- Karen works with high performing leaders to accelerate their development. She enjoys working with clients at a point of inflection in their careers where it is time for them to take on greater responsibilities and broaden their impact and influence across an organisation.
- In her maternity coaching, Karen works with senior management supporting her clients to successfully and positively manage this life changing transition.

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## Training & Qualifications

- Karen is a graduate of The School of Coaching Coach's Programme (founded by Myles Downey), accredited by the European Mentoring and Coaching Council (EMCC) and the International Coach Federation (ICF).
- She has a BA in Economics from Wellesley College, USA.
- She is qualified in MBTI and Hogan.

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## Current Clients

- JP Morgan
- Morgan Stanley
- Credit Suisse
- HSBC
- Bank of America Merrill Lynch
- KKR
- Värde
- Greystar
- Deutsche Bank