



# JULIAN JOHNSON

## RESUME

### SUMMARY

---

Accomplished Executive and Leadership Development Coach, holistically trained and experienced, with over a 20 year track record of guiding leaders through transformative coaching programs. Specializes in fostering trust and engaging discussions around core leadership challenges that lead to actionable insights across business and technology leaders. Operating an active private practice partnering with top business schools' training programs through leading platforms to deliver high-impact coaching solutions. Committed to fostering leadership excellence and driving organizational success in both private and public sectors.

#### Key Competencies:

- Executive Coaching
- Leadership Development
- Group and Team Coaching
- Team / Cultural Workshops & Assessments
- Behavioral Psychology
- Strategic Planning
- Change Management
- Emotional / Values / Motivational Needs
- Performance Management
- Strength-based Coaching

### PROFESSIONAL EXPERIENCE

---

Unified Solutions Inc. - CEO & President - October 2017 - Present

- Curated ongoing learning & development, coaching support and executive networking opportunities for Chief Operating Officers (COO's) as Chapter Director of COO Forum
- Delivered customized coaching programs for high-value clients, including collaborations with top-tier business schools.
- Developed and facilitated leadership training workshops, focusing on practical tools and emotional motivational needs analysis.
- Help increase focus on personal and professional growth for 500+ leaders across various industries through targeted coaching interventions.

ExecOnline - Strategic Leadership Development & Group Coach - March 2023 - Present | New York, NY

- Individual coach and group facilitator for executive leaders from global Fortune 100 and 500 companies.
- Delivered advanced leadership development programs in collaboration with Columbia Business School, UC Berkeley, Wharton, MIT, Duke, Stanford, IMD, and Yale.
- Facilitated multiple 60-minute group coaching sessions, helping leaders enhance communication, conflict resolution, and strategic decision-making skills.

#### **Key Projects:**

- **Lyra Health:** Guided cross-functional leaders through group coaching series on collaboration strategies to support pre-IPO growth.
- **Whole Foods:** Facilitated resilience-building team coaching sessions for senior leaders navigating cultural integration with Amazon.
- **Pitney Bowes:** Fostered trust and openness with cross-sector leaders on "Becoming Better Consultants" moving from reactive to proactive to meet changing environment needs.

#### **Business School and Leadership Topics provided structured Group Coaching:**

- **Columbia Business School:** Advanced Leadership and Strategic Decision-Making
- **UC Berkeley:** Innovation and Change Management
- **Wharton:** Executive Presence and Influence
- **MIT:** Data-Driven Decision Making
- **Duke:** Emotional Intelligence and Leadership
- **Stanford:** Entrepreneurial Leadership
- **IMD:** Global Leadership Strategies
- **Yale:** Ethical Leadership and Governance



# JULIAN JOHNSON

## RESUME

CONTINUED

---

### PROFESSIONAL EXPERIENCE CONT'D.

---

Specific Outcomes and Approaches:

- Facilitated problem-solving and decision-making sessions, leveraging diverse perspectives to develop innovative solutions.
- Utilized hands-on exercises and simulations to enhance participants' practical skills in collaborative problem-solving.
- Emphasized strategic planning and action planning to translate decisions into actionable steps, ensuring effective implementation.
- Promoted open dialogue and inclusive participation, fostering an environment where every voice contributes to the solution.

**Torch - Executive & Leadership Development Coach** - January 2021 - December 2024 | San Francisco, CA

- Guided a diverse range of industry leaders through setup and debrief of custom 360 leadership surveys, tailoring coaching to synthesize with leadership assessments to track progress and enhance accountability on key learning goals.

**Securian Financial - International ERP Release & Program Manager** - July 2021 - July 2022 | St Paul, MN

- Managed international ERP releases and program implementations.
- Coordinated cross-functional teams to ensure successful project delivery and strategic alignment.

**Wells Fargo - Sr. Business Program Manager** - August 2019 - July 2021 | Minneapolis, MN

- Led business program management initiatives to drive organizational transformation.

Managed multiple projects simultaneously, ensuring alignment with strategic goals.

**Other Notable Clients:** United Health Group/Optum, Shutterfly, University of Minnesota, Best Buy HQ, Express Scripts, H.B. Fuller, Aon Benfield/NFS, State of MN - Legislative Branch

### EDUCATION

---

- Certified Holistic Executive, Career & Life Coach, Goal Imagery Coaching Academy
- Bachelor of Science (BSc.), Brown College
- A.S. Psychology & Sociology, University of Maryland, Europe (UMUC)

### CERTIFICATIONS

---

- Professional Certified Coach (PCC) - International Coaching Federation (ICF)
- Certified Scrum Professional – Scrum Master (CSP-SM)
- Project Management Professional (PMP) - Project Management Institute
- AgileBrain™ Emotional/Motivational Needs Certified Practitioner
- High Performance Trait Indicator (HPTI) Certified Practitioner - Thomas International

### SELECTED ACHIEVEMENTS

---

- Successfully coached over 250 leaders from Fortune 500 companies through high-caliber coaching cohorts developing individualized development plans leading to sustained growth.
- Recognized as top 5 rated group coach for approaches and contributions to facilitate engaging, insightful discussions leading to actionable insights for new managers up to senior executives.
- Recipient of 2023 Top Coach Award for excellence in executive & leadership coaching.

### REFERENCES

---

- Available upon request