

About Stephanie Polen, The Polen Group



Stephanie Polen is an energetic and authentic leader with more than 15 years of executive experience leading teams through massive business transformation while driving bottom line results. She is a visionary who is passionate about developing people to their fullest potential. With experience in roles ranging from Marketing and Business Development to Product Development and Human Resources, Stephanie brings her diverse experience and passion for individual development to drive change and motivate individuals for success.

In her career, Stephanie has operated in a variety of roles and company structures and brings this experience to her executive coaching clients. Early on, Stephanie built sales teams and a national partner network for an investor-owned utility company to capitalize on the dot-com boom. She managed a sales team of 10 and partner network of 30 business who achieved a \$40 million annual sales goal. In her next roles, she built sales and marketing teams for a family-owned business who was later purchased by a super-regional bank...who was later spun off into private equity...and then went public.

The reward for this massive business transformation was a wide variety of opportunities from building a consulting practice from scratch to generating \$20 million in annual revenue to building a product development organization where she managed a \$120 million portfolio of products. And, for this business geek, another reward was the opportunity to be on the platform ringing the bell during the company's IPO!

And, she practices what she preaches when it comes to professional and personal change. After almost 20 years in high growth companies, Stephanie transitioned into the role of entrepreneur and business owner of The Polen Group.

As the President of The Polen Group, Stephanie works with teams and individuals as they navigate the transformation process. Stephanie is an Advanced Certified Emergenetics® Instructor and uses this powerful tool to understand more about the whole individual and how to leverage their strengths for the success of the team and the organization.

Drawing on her professional experience as well as education, including executive-level training at The Wharton School of Business and invitation-only selection and completion of McKinsey & Co. Centered Leadership program, Stephanie collaborates with her clients to design and drive to their goals.

