

Janet Gilfillan, MBA, ATC

Janet Gilfillan is a trained Coach, Facilitator and Leadership Consultant servicing clients in a variety of industries and organizations.



Janet brings an extensive background in sales and marketing, having held Senior Executive positions in several Corporate Communications and Marketing Agency organizations over the past 15 years. Her initial training as a Corporate Marketing Specialist with IBM Canada contributed to Janet's expertise and experience in client management, business development, sales effectiveness and training. She has worked with leading multi-national clients in the packaged goods, manufacturing, government and pharmaceutical sectors.

An experienced Team Facilitator and Coach, Janet works with individuals and teams to access their leadership capacity, understand and appreciate their inherent strengths, and to support the creation of collaborative, inspiring and productive environments designed to increase personal and business impact. Over the past several years, Janet has engaged with business leaders and senior executives across a variety of industry sectors in the development and delivery of sustainable leadership development programs and strategic business strategies.

Janet supports the SC Johnson Graduate School of Management, Executive Education department at Cornell University, responsible for overseeing and delivering Team Coaching for US-based teams enrolled in the Cornell-Queen's Executive MBA and Cornell Executive MBA programs. In addition, Janet holds a Visiting Instructor role teaching Leader as Coach to participants in the Cornell Executive MBA program. Outside of her work at Cornell, Janet maintains an Associate Consultant position with Knightsbridge Human Capital Solutions, a North American leadership solutions consultancy.

Janet is a past Marketing Instructor with the Seneca School of Business, Faculty of Continuing Education. She is an accomplished presenter, having spoken at a variety of industry and higher education conferences over the past number of years. Janet is a member of the Women's Executive Network and the International Coach Federation. She is a past Chair of the Canadian Marketing Association's Women in Leadership Conference, a member of the Marketing Committee for the Duke Of Edinburgh (Ontario Chapter) and Executive Mentor with Free the Children.

Janet holds an Honours Bachelor of Arts degree from The University of Western Ontario, and a MBA (with distinction) from Queen's University. Janet completed her Coach training with Adler International/OISE, and has advanced training in Organization and Relationship Systems Coaching (ORSC™). Janet is certified in The Birkman™ Personality Assessment, The Leadership Circle™ 360 and Team Culture assessments.

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