

6 subtle signs of executive presence:

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1. Master the strategic pause

Don't rush to fill the silence. The most influential leaders pause before speaking.

That 2-3 second pause signals thoughtfulness and confidence.

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2. Lead with questions, not answers

Instead of immediately offering solutions, ask: "What's the real challenge here?"

Executive presence isn't about being the smartest person in the room.

It's about elevating everyone else's thinking.

3. Own your physical space

Your body language speaks before you do.

Keep your shoulders back, make deliberate eye contact, and use gestures that reinforce rather than distract from your message.

4. Communicate in headlines

Start with the conclusion, then provide context.

"We need to pivot our Q4 strategy. Here's why..." gets attention.

Burying your key point in paragraph three loses it entirely.

5. Show genuine curiosity about others

Executive presence isn't about being impressive—it's about being interested.

Ask follow-up questions.

Remember details from previous conversations.

People gravitate toward leaders who make them feel seen and valued.

6. Embrace productive disagreement

Don't avoid conflict; reframe it.

"I see it differently, and here's why that might benefit us..."

It shows you can navigate tension while keeping relationships intact.

The counterintuitive truth?

Executive presence grows stronger when you focus less on how you're perceived

and more on the value you're creating for others.



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