

Stephanie J. Lovinger

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Experience

Stephanie Lovinger, CPCC, PCC

Principal – November 2002-present

- Coach and consult with individuals and teams to support change and personal development
- Lead workshops and teleclasses on coaching, image consulting and other communication skills
- Contract leader on the elite, international faculty of The Coaches Training Institute

The Coaches Training Institute, San Rafael, CA

Program Advisor – April 2003-December 2007

- Built relationships with prospective candidates for CTI's Core Curriculum
- Consistently exceeded sales goals for Core Curriculum and Certification enrollments
- Created and implemented marketing strategy to support curriculum enrollment.

Morgan Stanley Investment Management, New York, NY

Vice President, Regional Mutual Fund Consultant – April 2000-May 2002

- Represented affiliated mutual fund products to over 500 Financial Advisors
- Provided sales ideas, support and training to increase knowledge and use of products
- Frequently featured as a speaker at informational client seminars to gather new assets.

Dreyfus Service Corporation, New York, NY

Regional Vice President/Western Regional Sales Training Specialist – June 1999-April 2000

- Provided coaching for wholesalers to improve product presentations and sales
- Created and delivered training programs to groups of clients as a value-added service

Discus Dental Impressions, Culver City, CA

Sales Trainer/Instructional Developer – Feb. 1999-June 1999

- Designed and delivered sales and software training in the dental supplies and software industry
- Coached senior management to improve impact of presentations and sales events.

Communispond, Inc., New York, NY

Associate and Senior Associate – Sept. 1993-Jan. 1999

- Delivered all communication skills training programs, designed for corporate executives
- Excelled in sales and leadership roles, supervising staff and mentoring junior associates.

Bank of America, San Francisco, CA

Senior Account Executive, National Accounts – BA Merchant Services – Dec. 1990–Sept. 1993

- Consulted with clients on a national scale to acquire bankcard processing business
- Developed and delivered proposals and supervised implementation after the sale.

Discover Card Services, Inc, Riverwoods, IL

Assistant Vice President, National Accounts – Hotel Industry – June 1984–Dec. 1990

- Hired as Account Representative and later promoted to Assistant Vice President
- Managed and acquired accounts for portfolio of over 9,000 merchant outlets
- Increased revenue by introducing marketing programs and renegotiated contracts.

Education and Training:

The Coaches Training Institute, San Rafael, CA

Certified Professional Co-Active Coach – November 2002

Co-Active Leadership Program – February 2003

University of Arizona, Tucson - Bachelor of Science --1981