



Erin Hutchins, ACC, CPCC

Erin is a Professional Certified Co-Active Coach (CPCC + PCC), Business Development Professional, Project Manager, Facilitator, and Leadership Development Consultant. Previously a senior manager in a consulting firm, Erin has contributed to successful wins of billion dollar federal government programs overseeing 30+ people. She has worked for PricewaterhouseCoopers in the United States and the United Kingdom working on various projects in organizational change, business development and continuous performance improvement. She has travelled and worked across various cultures in Europe and Asia.

Summary of Qualifications:

- Certified Co-Active Coach (CPCC), Credentialed with ICF (PCC level), CTI Leadership Graduate, Leadership Circle Certified
- Outcome driven with superb skills in business and project management, communication, coaching, facilitation, training design and implementation
- 8 years of experience in strategy, facilitation, project management and business development
- Managed large capture and proposal efforts in support of the Department of State and Department of Defense
- Developed senior managers and emerging leaders through coaching and leadership development tools within \$200-\$300M organizations

Work Experience

The Coaches Training Institute, Washington DC
Corporate Business Development Manager
CTI DC Ambassador

October 2012-current
March 2012- current

Client management and business development responsibilities include managing new and existing corporate engagements, growing CTI's corporate division, identifying new opportunities, strategic development, and proposal management.

DC Ambassador activities include building awareness on CTI programs and connecting the Washington DC Co-Active community.

Echo Leadership, Alexandria, VA
Principal and Owner

April 2011-October 2012

Conducted individual coaching sessions and feedback assessments for leaders and emerging systems/teams in the government and commercial marketplace. Success to date includes improved productivity, communication, and accountability both for individuals and teams.

WDC Consulting, Arlington, VA
Director

August 2009-October 2012

WDC's Executive Search Business: Identified and placed candidates into senior management positions in the government contracting market.

Executive Networking: Responsible for organizing and co-leading quarterly Executive Networking functions to connect other Executives in the industry. Presented to over 100 participants on new opportunities in the marketplace.

Business Development, Capture & Proposal Management: Responsibilities included: working on client projects to ensure successful delivery of large capture and proposal efforts, facilitating meetings and workshops to ensure effective communication and work delivery, working with Business Development functions to grow existing business and establish new customer base. Recent projects include Proposal Manager/Facilitator for TRAX International (\$1B program) managing 25 people, EODT Technology (\$10B program) managing 16 people, AECOM Government Services (\$800M program) managing 21 people, Comprehensive Health Services (200M program) managing 12 people, and SOC LLC (\$200M program) managing 7 people. All proposals were successfully awarded. Recent duties include rebranding a \$300M organization to align to its strategic vision.

Pricewaterhouse Coopers, London, United Kingdom

Senior Associate

May 2007-August 2009

Managed organizational and change initiatives for a variety of different clients worldwide. Project management duties included: managing resources, budgets, implementing action plans and ensuring key milestones were met. Managed quarterly business development meetings of 25 people. Created and implemented innovative techniques and processes that were successfully delivered to clients. Coached and mentored three direct reports.

Pricewaterhouse Coopers, Charlotte, NC

Associate

August 2005- May 2007

Worked on a variety of different clients in which I implemented and improved processes and procedures throughout organizations using best practices and continuous performance improvement initiatives. Participated in business development activities such as pipeline development, proposal support and client meetings.

Certifications & Education

The Coaches Training Institute (March 2012)

Leadership Program Graduate- partial scholarship awarded

International Coaching Federation (November 2011)

Professional Certified Coach (PCC)

The Coaches Training Institute (January 2009- July 2011)

Certified Co-Active Coach (CPCC)

The Leadership Profile Circle (April 2011)

Certified Leadership Profile & Culture Survey Consultant

Prince 2 Certified (May 2008)

Certified Project Manager

University of South Carolina (2001-2005)

Bachelor of Science in Business Administration

Top Secret Clearance held