**Erin C. Hutchins**

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[www.erinchutchins.com](http://www.erinchutchins.com)

**Purpose**

My purpose in the world is to create consciousness so that people have an opportunity to gain a greater awareness on themselves, their impact on others and the world around them.

**Summary of Relevant Experience**

* Outcome driven with superb skills in coaching, communication, facilitation, and business management
* Natural strengths include relationship building, networking, co-active coaching, business development and leadership development
* Certified Co-active Coach (CPCC), Credentialed with ICF (ACC), Leadership Circle Profile Certified
* 7 years of experience in strategy, facilitation, management and business development
* Developing senior managers and influencers through coaching and leadership development tools within $200-$300m organizations
* Worked with a diverse set of cultures and travelled extensively throughout Europe and Asia

**Work Experience**

**The Coaches Training Institute, Washington DC**

**Ambassador (March 2012- current)**

Bringing awareness to CTI in Washington DC by enrolling new students into the Fundamentals course, connecting the CTI DC community, and creating a co-active movement in DC.

**Echo Leadership, Alexandria, VA**

[**www.echoleadership.com**](http://www.echoleadership.com)

**Principal and Owner, (April 2011-current)**

In the process of developing Echo Leadership with the purpose of designing and delivering coaching and leadership development programs for organizations and government agencies.

Echo Leadership has 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 within teams. This was measured through the use of 360 assessments and quarterly assessment reviews.

**WDC Consulting, Arlington, VA**

[**www.wdc-consulting.com**](http://www.wdc-consulting.com)

**Director (August 2009-current)**

**WDC’s Executive Search Business:** In charge of identifying and placing candidates into senior management positions in the government contracting market.

**Networking:** Responsible for organizing and co-leading quarterly Executive Networking functions to connect other Executives in the industry.

**Business Development, Capture & Proposal Management:** Responsibilities include: 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 in business unit.

**Certifications & Education**

The Coaches Training Institute (program started March 2012)

Leadership Program Student- partial scholarship awarded

International Coaching Federation (December 2011)

Associate Certified Coach (ACC)

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

International Medical and Dental Hypnotherapy Association (2009-2011)

Certified Hypnotherapist

Prince 2 Certified (May 2008)

Certified Project Manager

University of South Carolina (2001-2005)

Bachelor of Science in Business Administration

Top Secret Clearance held