



THANA SAKAS

C-Suite Confidante and Coach

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Thana's coaching expertise emerged from practical experience and a diverse set of leadership roles and challenges. Before founding Gramercy Consulting, Thana spent several years on the executive team of a privately held direct-to-consumer retailer where she played a crucial role as internal coach and confidante to the CEO and senior team. Previously, she partnered with top leadership teams of Fortune 100 companies as a consultant with Accenture, built and led the North American HR Consulting Practice for a global consulting firm, and grew the Executive Coaching Practice for Lee Hecht Harrison before moving into an SVP/GM role with full P&L and sales responsibility. Thana now coaches top leaders across a variety of industries and serves as an adjunct faculty member at J. Mack Robinson's College of Business (GSU) and adjunct coach for UCLA.

COACHING APPROACH AND SUCCESS STORIES

Thana brings a deep understanding of what it takes to succeed and engineer change within the context of company-specific industry drivers, business imperatives and operational challenges. She is gifted in working with strong personalities and not intimidated by an executive's position, title or intelligence. She uses highly effective interview and tool-based assessment processes to help the brightest stars grasp the impact their style is having on others and then coaches them through behavioral shifts that have significant impact.

- Coached VP/GM of Fortune 50 Company to be more effective at navigating the global political landscape, build relationships with key stakeholders and drive stronger performance from his sales organization. Leader built stronger reputation in global HQ and achieved recognition for top performing region within one year of commencing the coaching engagement.
- Coaching CEO of business consulting firm who recommended Thana to a group of 30 industry leaders in an unsolicited email, stating "Thana is awesome. If anyone ever needs an executive coach, I wholeheartedly recommend her."
- Coached SVP/GM, reporting into the Chief Services Officer of an industry leading software and services company. The CSO commented, "Mark has come a very long way with your coaching. It is as if he sees all opportunities in new light. Thank you for working with us and supporting him. You have definitely had an impact on Mark and on us!" Relationship expanded to working with Mark's senior leadership team.
- Coached Fortune 500 senior executive whose promotion to next level EVP/C-Suite positions was at risk due to internal reputation issues. She is now well positioned for top level leadership roles due to behavioral shifts attributed to her fortitude and the coaching engagement.

SPECIALTY AREAS

- Working at top levels of organizations: C-Suite/EVP/SVP/VP
- Coaching technically strong, task-oriented leaders operate at a more strategic, executive level and build senior teams they can rely on.
- Coaching leaders to navigate and drive results in complex, highly matrixed organizations.
- Coaching highly successful, exceptionally smart leaders whose [adversarial, commanding, unrelenting, curt, etc.] style impedes success.
- Keynote speaker on emotional intelligence, senior team development and other topics.

CERTIFICATION AND LEADER ASSESSMENT

Thana attained Coaching Certification through the Neuroleadership Institute and Lee Hecht Harrison. She is certified in a variety of assessment tools, including: Hogan HPI, HDS & MVPI, The Birkman Method®, Management Research Group Leader Effectiveness Analysis 360 and Strategic Directions™ and TalentSmart EQ self and 360 tools, and has deep working knowledge of DiSK, MBTI and StrengthsFinder 2.0. Thana holds a BA in Psychology from the State University of NY.