

PAUL GARCÉS



Professional Experience:

45 years

Consulting Experience:

35 years

Preferred industries:

Biotechnology, Consumer Products, Energy, Financial Services, Health care, Insurance, Medical devices, Pharma, Professional services

Areas of Specialty:

Executive coaching, senior team effectiveness, alignment, and strategy execution. Organizational diagnosis, change management, program effectiveness measurement, and leadership development

Representative Clients:

*Abbott Vascular
Arthur D. Little
Bain and Company
Boston Scientific
Bristol Myers Squibb
Cadbury Schweppes
CBS
Colgate
Conoco
Deloitte Touche
Digitas
DEC
Dubai Petroleum Co.
Federal Reserve Bank
General Electric
Boston GLOBE
Guidant Corporation
IBM
KPMG
MassMutual
MercerDelta Consulting
Microsoft
Motorola
New England Business Services
New York TIMES
PepsiCo
Telstra*

For over 35 years, Paul Garcés has been in the field of corporate education, serving as an executive coach, training program designer, and master facilitator. He has worked with executives from a broad range of organizations, concentrating on developing skills in strategy development, leadership, business development/sales, and sales management. Paul works with senior teams to help them focus and fine-tune strategy, with a special emphasis on embedding customer-centered practices throughout organizations to help companies differentiate themselves and their brand promise from their competition.

Paul has designed and taught management and leadership programs, customized presentation skills programs, train-the-trainer workshops, and been a Master Certifying Instructor for a wide array of financial services institutions, including Analytic Investment, Banamex, Banco Mercantil, Bank of America, Bank of New York, Citigroup, Fidelity Investments, JPMorgan Chase, Bank of Kuwait, Merrill Lynch National bank of Australia, Oppenheimer and others. Paul has extensive training experience both in the United States and abroad. A native of Colombia, he is fluent in Spanish. His work in Latin America has included the development of systematic and comprehensive upward mobility and performance appraisal programs, and in culturally correct language translation of sales and management-development programs. He has consulted for clients in Argentina, Australia, Costa Rica, Dubai, France, Japan, Kuwait, Mexico, Philippines, Switzerland, the UK and Venezuela.

Paul attended Cornell University's School of Engineering, and was awarded a McMullen Scholarship. He holds a degree in economics and history from the University of Virginia. He currently serves on the Leadership Council of the Horizons Initiative, a non-profit charity in Boston.

On a personal note, Paul enjoys spending time with his two daughters who live and study in the Boston area, local politics, preparing his famous salsa, home/antique restoration, golf, and picking the banjo.



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