



Executive Development & Communication Training

JENNIFER WINN BIO

Jennifer Winn is founder and principal of Winn Performance Partners (www.winnperformance.com), an executive development and communication training firm. She specializes in helping middle and senior level executives in high-stakes environments maximize their personal effectiveness to achieve their professional career goals. Specific areas of expertise include:

- Executive Coaching & Leadership Development
- Executive Assessment (behavioral styles, 360° feedback, team)
- Communication & Presentation Training (group & individual)
- Team-Building & Team Effectiveness
- Career Transition & Job Search

Ms. Winn brings to her executive development work over 20 years of marketing, sales, project management and relationship management experience for companies such as Charles Schwab, First Boston, Hewitt Associates, and Foote, Cone & Belding.



She is an experienced leader and manager, and is known for developing high-functioning teams that exceed their business objectives. As Marketing Director for Charles Schwab, her exceptional leadership and managerial skills led her to receive Charles Schwab's annual "Excellence in Service" award. This honor was the result of her leadership of an enterprise-wide initiative that increased the number of qualified retail leads by over 40%.

In addition to her extensive business experience, Ms. Winn has over 12 years of experience as a professional actor and singer, performing in stage, film, radio and TV productions. She often draws upon her theatrical training and expertise to help clients strengthen their presentation and communication skills, and to enhance their ability to perform effectively under pressure.

Ms. Winn works with individuals in many industries, including high-tech, finance, venture capital, consulting, legal, media, pharmaceutical, biotech, and consumer goods. In addition, she is known as a dynamic and inspirational speaker. She has been a featured presenter on executive development and career management topics for organizations such as the Stanford Business School, Renaissance Executive Forums, lifeprint/Alumnae Resources, and private corporate clients.

Ms. Winn has an MBA from Stanford Business School, a BA in Theatre from the University of Missouri, is a graduate of CoachU, and is a Certified Five O'Clock Club Career Counselor. She is trained and/or certified in numerous executive development tools, including Myers-Briggs Type Indicator®; Insights Discovery Preference Evaluator®; DISC Style Analysis; Human Synergistics instruments, Benchmarks®, Skillscope® and other 360 feedback instruments.

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