

SERBAN CHINOLE



Favorite quote: "Our problems cannot be solved by the same level of thinking with which we created them." - Albert Einstein

Șerban has a strong business experience both in the US and Romania. He is a professionally trained coach and he's President of the International Coach Federation in Romania. One of his major executive coaching projects was done within Marshall Goldsmith Partners CEE in Romania.

Șerban also within SCOA, Italy's pioneer and leader in executive coaching, implemented coaching solutions for the Balkans area. At this very moment, he's running an executive coaching program at board members level.

Being an experienced facilitator, Șerban is often asked to moderate and reveal the truth behind the internal assessments used by corporate departments in developing leaders.

Professional Expertise/Services

In his work, Șerban focuses mostly on leadership and corporate affairs. He specializes in preparing leaders for taking on new positions and also achieving excellence in their existing one.

Șerban started his career in 1991, as a salesman, in the USA, where he's been working within Buckeye Industrial Supply, an industrial sales distributor based in Columbus, Ohio.

In 1994, as a Sales Manager, he took part in the process of launching operations and positioning on the Romanian market of three giants: Procter & Gamble, Johnson Wax and Chemsearch.

Highlights:

- Certified Professional Coach(CPC) International Coach Academy
- Professional Certified Coach (PCC) of International Coach Federation
- Completed ICF Professional Coach Training (CTI)
- Expert in Sales Leadership & Management
- US Sales Management Experience
- Completed Marshall Goldsmith Certification

In September 2001, Șerban opened his own consultancy and coaching firm, Independent Consultants, delivering solutions for:

- Sales performance with consultative approach
- Assessment, training implementation and coaching
- Management structures development
- Sales strategy & business planning
- Team building
- Leadership by objectives

From 2003, Șerban implemented projects related to sales performance in banking, B2B and telecom. As a facilitator and consultant he worked with Raiffeisen, Piraeus, BCR Asigurări, RTC Holding, Mobifon, Telemobil.

From 2005, Șerban has been working in several coaching projects with clients from banking, telecom, industry, FMCG and retail.

It's 2005 when Șerban's firm, Independent Consultants, implemented Sales Academy with Goodyear, having exceptional success. This program continues with dedicated coaching programs at board level and department level.

During 2009, Goodyear's retail concept "Premio" was launched, having opened 10 stores until now, the operational training programs being designed and implemented by Șerban.

Another major project was with Heineken, where Șerban built two management programs, "Management of the Team" and "Coaching Express", during three years (2006-2008), for over 150 persons.

5 years ago, in 2006, ICF Romania was established. Today, the local ICF chapter gathers professional coaches, managers and HR professionals for a local national conference with international coverage, taking place in spring.

Examples of coaching assignments:

Senior Director Network Operations, major telecom operator, working on his decision-making process and leadership style

General Sales Director, market leader industrial transportation, communication with his board and external peers.

General Manager, major office products, personal story, relationship with his team.

Marketing Director, market leader nutrition, balance between speed in decisions and clarity in sharing.

Education and Professional Affiliations

- BS Mechanical Engineering – TCM, Polytechnic Institute Bucharest, graduated in 1990
- EMBA from University of Washington State with ASSEBUS, graduated 2000
- He is the acting President of ICF Romania Chapter, opened in August 2006
- Coaching Training Institute, Co-active trained coach, 2006
- Marshall Goldsmith CEE, MGP trained leadership coach, 2007
- International Coach Academy, CPC, graduation September 2009
- Former Paratrooper, Romanian Army, 1984

WANT MORE INFO?

If you would like to receive more specific information on Șerban or testimonials, please contact:

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