



Sherri Malouf

Entrepreneurial and seasoned professional trainer and consultant with over twenty years experience. Background includes working with different levels of people in a variety of industries. Firm grasp of organizational dynamics enables clients to be more successful. Sherri has an easy going, approachable and authentic training and consulting style. Quickly grasps situational dynamics and adapts to meet current needs delivering consistently high quality services. Challenges people to deepen knowledge and self-understanding to increase their effectiveness.

Experience

- Co-designed and co-led team building session with the management team of Lederle Pharmaceutical, Puerto Rico and conducted team building with the sales group as part of a two-day sales conference. As a result, the culture of the sales organization started changing from competitive to cooperative; the sales people started sharing information and leads, and reported an immediate 12% increase in sales.
- Led a team of trainers who delivered negotiations training to the top 500 sales people in a fortune 50 organization. Program supported a change in the culture of the sales organization.
- Customized and delivered negotiations training to a broad cross-functional range of participants within Estee Lauder. Assisted the company to change the culture.
- Co-led a year-long customized intervention with the Employment and Training Administration in the US Department of Labor. Project purpose was to build a collaborative leadership group – the Policy Council with Civil Servants who had 20 to 30 years of government experience. Intervention included needs analysis, executive coaching, organizational design consulting, and performance improvement.
- Co-delivered collaboration training to the managers and supervisors of two different departments that were being merged in a hi-tech company. Feedback indicated that the strong focus on accepting differences and values facilitated the success of the merger and supported changing the culture.
- As President of SMS, manages the SMS International licensees, which includes multinational business contracts, writing and negotiating licensee contracts, and maintaining quality of delivery worldwide.
- Designed and delivered highly customized 5-day program for the Joint Interests Managers of the Operated by Others Group at ExxonMobil. This multinational leadership program focused on an influence process for building the relationship with partners. Also, consulted on a difficult partner relationship. This resulted in an immediate improvement of the business relationship, which represented 15% of ExxonMobil's total revenues and was recognized by the Presidents of both companies.

Clients

BAE Systems, NIH, ETA, Stratus Computers, Aetna, SC Johnson, P&G, Estee Lauder, General Signal, ExxonMobil, Bank of Montreal, BBN/GTE, MIT Lincoln Labs, Pfizer, Harvard, NASA, DNV, Burger King, CNA, BC/BS, ADP, Novartis, Walgreens, Syngenta, Tyco, Hershey's, HP, Omgeo, GE, Deloitte, Bose, Harvard, Biogen Idec.

Education & Background

MPhil in Management Research, University of Bath, Great Britain, 1986.
BSc in Economics and Law from the University of Plymouth, Great Britain, 1983.