



## JESSICA FOX

### Partner

#### Areas of coaching expertise

- Management and leadership development
- Executive presence
- Managing self-doubt
- Time & energy management
- Networking
- Team building
- Career management
- Communication skills
- Relationship-building and collaboration

#### Professional experience

- Partner, Clear Path Executive Coaching (2016-present)
- Consultant, Christie's Inc.
- Christie's, Inc. (1997- 2014)
  - Vice President, Business Director
  - Vice President, Regional Business Manager
  - Vice President, Specialist
  - Junior/Associate Specialist
- Graduate Intern, The J. Paul Getty Museum, Malibu, CA

#### Education & Certifications

- Columbia Coaching Certification Program, Columbia University, New York
- International Coach Federation PCC
- Society for Human Resource Management, Certified Professional
- Myers-Briggs Type Indicator (MBTI) Certification
- Gallup CliftonStrengths Coaching
- The NBI Whole Brain Creativity Assessment Certification
- M.A., The New School- Parson's School of Design
- B.A., Northwestern University

#### Background

Jessica is passionate about helping individuals and teams find clarity, unlock their potential, and discover greater effectiveness and fulfillment. With her ability to effectively partner with a broad range of clients, Jessica draws on her experiences as a successful manager and leader, as well as her natural warmth and directness, to be a catalyst for change.

Jessica transitioned to executive coaching after a career spanning two decades at Christie's, the international auction house, in a succession of increasingly senior leadership positions. She began as an art Specialist focused on business development, and then held several VP-level roles encompassing team-building and management, operations, global relationship-building, strategic planning and financial management. Jessica became attracted to coaching and professional development while in her management roles, and she relates well to both emerging leaders and executives, particularly those in results-driven, high-pressure environments. Helping leaders manage self-defeating behaviors is a special area of interest and expertise.

Jessica has worked with clients across a broad range of industries and functions. A selection of current and past clients include executives at Gensler, Pfizer, USTA, Mohegan Sun, Workforce Software, Phillips, Artnet, Bloomberg LP, Credit Suisse, BBVA, Morgan Stanley, WeWork, Infor, ADP, Clear, Workday, National Life, American Guild of Musical Artists, The New York Public Library, Columbia University, NYU, USTA, PGA, WWE and Capacity Interactive (one of Crain's 100 best places to work in NYC) and numerous start-ups in ad-tech and mar-tech. Jessica is highly committed to both promoting diversity in organizations and working with groups that serve underserved communities. To this end, Jessica has coached clients affiliated with PASE (Partnership for Afterschool Education) and several CDFIs, (Community Development Financial Institutions) dedicated to delivering responsible, affordable lending to help disadvantaged communities join the economic mainstream.

#### Select client results

- Coached the Vice President of a digital media advertising company in a high-growth phase. After an initial 360-degree assessment, we worked on many aspects of self-management. Client incorporated new behaviors around his goals of keeping an open and curious mind instead of making quick judgments and developing both active listening and direct feedback skills. These new behaviors have enabled him to foster the psychological safety and growth of previously challenging members of his team and promote a far more inclusive environment, where many diverse talents and personalities can succeed.
- Partnered with the Product Manager, Platform Services of a growing mar-tech company working on collaboration and communication skills. Prior to coaching the client was perceived as not valuing the contributions of others and not trusting her colleague to produce top-quality work. The client was struggling at a leadership level to get work done through her teams. Using a feedback and strengths-based process she was able to understand her own unique talents as well as better appreciate those of others and to promote a greater environment of trust and partnership, including resetting some historically challenging relationships.