



KAREN SHANKEY, PCC *Executive Coach*



Karen is a Coaching Partner with Corporate Symphony International and has more than 25 years of diverse business experience. Primarily involved in Sales & Marketing, Karen has worked with many start up organizations to develop infrastructure and procedural systems to create viable and sustainable revenue. Karen holds a Bachelor's Degree from UBC and completed her coach training and certification through the Coaches Training Institute in 2004. Karen is officially recognized as a Professional Certified Coach (PCC) by the International Coach Federation.

Karen works with individuals and teams who are committed to getting results – both personally and professionally. Karen is very passionate about her work and clients have said they appreciate her insight and direct manner which is delivered with a sense of humor and compassion. In 2006 and 2007 Karen worked for PCMG Canada, a career management firm in Vancouver, helping more than 250 clients ranging from seasoned Executives to new University Graduates develop and implement career strategy.

Prior to coaching Karen worked in the banking industry – for Canada Trust as a Loans Officer with their ground-breaking “Loan Sale” program and later as a Personal Banker when Coast Capital Savings, then known as Richmond Savings, first piloted their Personal Banking Program, a pioneer in the Financial Services industry at that time. Karen later joined CUIS, the provider of Insurance Services to many Credit Unions throughout Canada.

Karen also worked in the Hospitality Industry for 10 years – in Whistler as the Sales Manager for Powder Property Management, manager of the largest inventory of condominium guest rooms in Whistler at the time, and then as Sales Manager for the Whistler Resort & Conference Centre. In addition Karen was a Regional Sales Manager for Fairmont Hotels, then a Senior Sales Manager with Fairmont's Hotel Vancouver before she was recruited for the Director of Sales & Marketing role at the new Westin Grand Vancouver Hotel. This hotel was the first franchised hotel in Westin's history and Karen served as one of three on the Executive Committee and liaised with Starwood's Corporate offices and the hotel's individual owners.

Karen worked as a teacher in Edmonton in the early days of her career and later as Director of Marketing & Communications for Pacific Global Language Institute, a large International language school in Vancouver. This interest in teaching and sharing information with others has carried over into many different companies where she has been asked to develop and lead workshops to build morale, improve profitability and employee recruitment and retention.

Karen served as President for the Vancouver Chapter of the International Coach Federation in 2006-07 and was Chair of Vancouver's prestigious Prism Awards in 2007. Karen has played an active role for many years in the Minerva Foundation's Helping Women Work programs and other charitable organizations.