

Elizabeth Needham

Executive Coach

As an executive coach for over 10 years, Elizabeth excels in helping leaders communicate, collaborate, manage, and influence more effectively. She works with clients to establish an effective leadership style, think strategically, communicate their vision, and inspire others toward that vision. Clients get clear on their values, strengths, and how to bring the best version of themselves to their roles, teams, and organizations. Elizabeth helps clients clarify what is most important, how they can provide value, and how they can close any gaps preventing them from leading most effectively. She establishes a trusting and collaborative partnership with each client, ensuring results through clarity and accountability. Elizabeth brings energy, experience, and humor, helping clients perform, collaborate, and lead at their best.

Elizabeth has worked in and with a wide range of companies, from early start-ups to well-established corporations with over 40,000 employees. Her industry experience includes Financial Services, Biotech and Pharmaceuticals, Healthcare, Consumer Products, Technology, Higher Education, Management Consulting, Manufacturing, Entertainment, Legal Services, Insurance, and Non-profits. She understands the challenges of team dynamics, managing relationships in matrixed, flat, global, and remote organizations, and innovating and adapting in ever-changing economic markets. In addition to her work as an executive coach, Elizabeth is a facilitator and consultant, helping executives, small business owners, and teams expand their skills and work more effectively.

Before becoming an executive coach, Elizabeth spent 15 years in marketing, business development, relationship management, and strategy roles in various industries, including advertising, financial services, professional services, consumer products, and management consulting.

Elizabeth lives in the Boston area with her husband, two young boys, and her amazing dog. The family enjoys skiing, playing tennis, traveling, and spending time on the ocean in Gloucester, MA.

Did you know? Elizabeth was born on 7/7/77.



Education:

- MBA – Babson's F.W. Olin Graduate School of Business
- BA – Bowdoin College

Certifications:

- Professional Certified Coach (PCC), International Coaching Federation (ICF)
- Coaches Training Institute Certification
- The Hogan Suite
- The LVI 360 (Kaiser Leadership)
- VOICES 360 (Korn Ferry)
- MRG Leadership Effectiveness Analysis

Selected Clients:

Cornerstone Research, Deciphera Pharmaceuticals, Enliven Therapeutics (Formerly Imara), Kymera Therapeutics, Loomis Sayles, Locus Robotics, Mass General Brigham, Morgan Stanley, Rapid7, Rutgers, the State University of New Jersey, Takeda Pharmaceuticals, Trip Advisor, Vigil Neuroscience, Walmart, and Wolf Greenfield Law.