

Sandra Gregory, PCC, CDFM, MBA

Executive Leadership Coach, Facilitator, Instructor

Sandra is a sought-after coach and has extensive executive coaching experience with clients from numerous organizations: a US Ambassador; political appointees; executives from multi-billion international companies; accounting firms; HR firms; lawyers; CFOs; clergy; major beverage distributor; American Red Cross; an IT start-up, National Transportation Safety Board, Federal Reserve Board and federal government leaders throughout Departments of Defense, Veterans Affairs (VA), State, Agriculture, Justice, Commerce, Interior, Housing and Urban Development, Homeland Security, and Transportation (Inspector General & FAA). She is **committed to illuminating your leadership potential...and has been coaching for more than 25 years.**



Before launching a career in executive coaching, Sandra had a successful professional career in both public and private sectors. As a U.S. Air Force one-star general, she completed her 29-year military service as the U.S. Air Force's (USAF) Deputy Director of Budget for Operations and Personnel, responsible for \$60 billion annual budget. Later she was invited to serve as a senior civilian business modernization advisor for the Under Secretary of Defense (Comptroller). Additionally, as vice president of a \$100 million management and technology services company, she successfully led a business development and delivery team.

As an experienced executive and coach, Sandra is a passionate leader who helps organizations implement strategic vision and garner buy-in from various stakeholders. Her exceptional skills yielded organizational changes and welcomed results when she:

- Created DoD's Financial Workforce Management Office, supporting 60,000 professionals
- Incubated and delivered the DoD Financial Management Certification Program, shaping the legislative actions and garnering support throughout the DoD community
- Led efforts starting the federal government's CFO Academy, operational for 12 years
- Testified to Congressional panel on workforce issues representing DoD's CFO; good press
- Created DoD CFO's new advisory boards – led major change management efforts
- Tackled tough issues as Chief Financial Officer (CFO) for Air Force Space Command; grew budget with smooth mergers; and led US Air Force-wide training program: Top Dollar
- Spoke to audiences of 4,000 people as national president of professional organization; and was named Toastmaster of the Year in Hawaii for state-wide leadership initiatives
- Taught college-level courses to more than 1,000 students – named best instructor at DoD Professional Military Comptroller School – and taught overseas for a U.S. college
- Served on seven boards of directors -- banks, a college foundation, and non-profits

Education and Certification Highlights: Sandra has an MBA and a Master's in National Resource Strategy from National Defense University. She completed residence programs for MIT's Seminar XXI and Air Command and Staff College. She has an Honorary Doctorate from her alma mater. Sandra is a Professional Certified Coach (PCC) with the International Coaching Federation (ICF) and a Certified Defense Financial Manager (CDFM). She completed three Georgetown University certificate programs: executive leadership coaching; facilitation; and Diversity, Equity & Inclusion (DE&I). She is certified in Emotional Intelligence (EQi) 2.0 and EQi 360; DiSC; and Government Coaching. Sandra also teaches pre-retirement federal government employee classes in how to transition with intention.

Coaching focus: enhancing leadership; managing others; improving communication skills; creating a vision for the organization; collaboration; building trust/stronger teams; work-life issues; preparing for promotion; dealing with difficult people, executive presence + much more.