



Pam Woehrle, B.A.

Overview of Coaching

Pam is a leadership consultant and executive coach who brings over 30 years' corporate commercial experience to her client engagements. She has served in a variety of global senior commercial and line management leadership roles across multiple industries. Her warm, direct, and insightful leadership style allows for quick cultivation of trust with clients. Pam has personally built teams and advised numerous executives and organizations to enhance leadership and team effectiveness, and to optimize their capabilities and performance.

Background and Experience

Pam started her own executive coaching and consulting business in 2019. Prior to founding PMW Coaching, Pam was chief commercial officer at Getty Images, where she was responsible for global sales revenue and strategic partnerships for the enterprise. Before Getty Images, Pam held a variety of senior sales and general management roles within IBM, where her responsibilities included profit & loss, business development, transaction management, and relationship management for both software and consulting businesses serving Fortune 500 companies. Pam also has extensive experience integrating newly acquired businesses, which allowed the businesses to grow through the value of IBM, working with a variety of cultures and leadership styles, and leveraging the strengths of the IBM acquired companies. These experiences highlighted the critical role that effective leadership and coaching played in the success of the business. When Pam left Getty Images, she chose to shift her career focus to coaching to help the leaders with whom she had worked so closely to optimize their growth and performance.

Sample Businesses, Engagements

Technology
Financial Services
Consumer Products
Media

Areas of Specialization

Conflict Resolution
Emotional Intelligence
Team Coaching/Development
Communication: Executive Presence

Education & Training

B.A., Michigan State University

Qualifications

Certification: Associate Certified Coach,
International Coaching Federation
Certification: Executive Learning and Organization
Change, Northwestern University
Assessments: Hogan Suite, Enneagram
Personality Test