JULIE JANSEN

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Vocational Expert | Career & Executive Coach | Professional Speaker

Nationally recognized career and workplace expert with 26 years of experience in career and job search coaching, executive coaching, and resume, LinkedIn profile, and board bio writing. Vocational expert for family law cases, wrongful termination and employment discrimination claims, and financial fraud matters. Known professional speaker on career success and management, executive presence, communication, and leadership. Published author who is interviewed frequently by print, digital, and broadcast media on career and employment topics. Possesses business and financial acumen, as well as superior communication and relationship management skills.

PROFESSIONAL EXPERIENCE

JULIE JANSEN, LLC (www.juliejansen.net), Stamford, CT **1999 – Present**

Principal

Provide executive coaching, speaking, meeting facilitation and consulting services to Fortune 500, mid-cap, privately held, and start-up companies and organizations across industries. Work with individuals to provide career coaching and write resumes, LinkedIn profiles, board profiles, bios, and cover letters. Hired by attorneys to provide vocational expert services for divorce and wrongful termination cases.

Vocational Expert

- Provide vocational evaluations and expert witness testimony on employability and earning capacity for divorce and family law cases, child support and maintenance modifications, wrongful termination and employment discrimination claims, and financial fraud matters for plantiffs and defendants.
  Testimony:
  Case No.: CL 2025-1140 Keyhan Ejtemai v. Taraneh Zand Trial 5/5/2026
  Docket No.: FBT-CV21-6106800-S Jaclyn P. Ianniello, Adam Wachter and Stephen P. Long on behalf of Enviro Express, Inc. vs. Anthony Costa and Susan Chodowski Deposition 10/15/2024
  Docket No.: FBT-FA-19-6092581-S Castonguay, Eric v. Yan, Jifen Motion to Compel 1/25/2021

Executive Coaching

- Contracted by Partners International, a New York City based firm to coach high potential leaders and executives across functions to develop their professional skills and competencies in six-month engagements. Conduct 360 feedback interviews and provide action plans, mid-term and final reports to client company using Partners' Contextual Coaching model. Sample client companies are AIG, Aflac, Ambac, AXA Global, Consumer Reports, Digitas, Hearst, Nasdaq, Omnicom, Pfizer, PVH, and Prudential.
- Hired directly by companies and organizations to coach employees in the areas of communication, executive presence, time management, leading teams, and management skills. Sample clients are GE, LexisNexis, Marina Maher Communications, Newman's Own, Pitney Bowes, RSM US LLP, Sony Corporation, Stamford Health Medical Group, Warner Music Group, and Westwood Holdings.

Career Coaching

- Hired by hundreds of professionals of all ages and generations to help them make a career change or look for a new job. Coach clients on the psychological impact of a job search or career change, the channels of self-marketing, how to research people, companies, and jobs, networking techniques, social media strategy, how to handle on-line applications, interviewing skills, and negotiating compensation.

Résumé, LinkedIn Profile, and Board Bio Writing

- Contracted by Lee Hecht Harrison for the International Center for Executive Options (ICEO) program to write resumes, bios, and board profiles for sitting and transitioning senior leaders.
- Hired by individuals to write their resumes, LinkedIn profiles, board bios, and cover letters. Write 50+ documents per year for people ranging from college students to C-level executives across numerous industries.

Consulting

- Managed information services for New York Road Runners NYC ING Marathon for five years. This included staffing and overseeing information services for 40,000 runners and their guests at the Javits Center and the start of the race on Staten Island.

- Designed performance management system for five Shiseido U.S. companies, replacing paper process with on-line instrument which significantly increased efficiency and ease of use.

Professional Speaking

- Hired by over 600 organizations and companies to speak at conferences and off-site meetings across the US and Canada on career and workplace topics. Develop and facilitate webinars on video platforms.

EXECUTIVE PERSPECTIVES (acquired by **PROVANT**), Brookline MA **1998 – 1999**

Business education firm that designed, developed, and delivered software and web-based simulations.

Partner/Senior Consultant

Started New York tri-state regional location for $7M company. Created marketing strategy for region with strong focus on website, brochures, trade shows, pricing, mailings, competitive analysis, and strategic alliances.

- Sold software simulation and consulting services to MetLife in five months, decreasing company's typical sales cycle by 60%.
- Sold high profile $600,000 custom simulation to IBM geared toward the most senior leaders in the organization.

MANCHESTER PARTNERS INTERNATIONAL (acquired by **RIGHT MANAGEMENT**), New York, NY **1995 – 1998**

International career transition and human resource consulting firm.

Senior Vice President/Sales Director (1996-1998)

Led sales and marketing function for metro New York region with responsibility for $3.5M office. Managed three direct reports and two matrix professionals.

- Restructured sales group resulting in increasing sales by 20%.
- Won preferred vendor status with General Electric (GE) for outplacement services globally.
- Generated revenue from 26 new accounts totaling $625,000 in 19 months through cold calling and networking.
- Led turnaround of "shopper" walk-in sales process, increasing sales closing ratio from 30% to 90%, and resulting in generating revenue of $485,000 for Manchester.

Senior Vice President/Acting General Manager, Atlanta, GA (1995-1996)

Six-month assignment with primary goal to open new office. Recruited, hired, and trained General Manager and consultants; established forecasting/marketing plan for Southeast region.

DRAKE BEAM MORIN, INC. (Acquired by **LEE HECHT HARRISON**), New York, NY **1991 – 1995**

International organizational and individual transition consulting firm.

Senior Vice President, Business Development (New York, NY, 1994-1995)

P&L responsibility for $6.2M budget; managed six sales professionals. Handled new business development and nurturing of key national accounts including American Express, General Electric, Merrill Lynch and Philip Morris.

- Increased business with GE by 20% through account management efforts.
- Independently won $3M career transition project with American Express.
- Turned around Drake Beam Morin's Manhattan office showing 40% revenue growth and $800,000 profit.
- Co-sold largest global career development project for Chase Bank establishing the only annuity project sold in DBM's New York office history.

Vice President, Business Development (Stamford, CT, 1991-1993)

Sold career transition services to Connecticut and New York based corporations. Planned and executed all marketing events and promotional activities for office. Educated and counselled executives in job search techniques.

- Sold $3M two-year career transition services to Xerox.
- Generated $500,000 in new business revenue with 11 accounts in first year, resulting in winning DBM's 1991 Professional Excellence Award.

THE ERDLEN BOGRAD GROUP, Wellesley, MA **1990 – 1991**

Human resources consulting firm.

Senior Marketing Associate

AMERICAN MANAGEMENT SERVICES, Waltham, MA **1989 – 1990**

Management consulting firm.

Recruiting Director

BLUE ARROW PLC/POSITIONS INC., Westport, CT/Hartford, CT **1983 – 1989**

Permanent placement recruiting agency.

District Manager (1988 – 1989)
Group Manager (1987 – 1989)
Corporate Recruiter (1983 – 1987)

EDUCATION & PROFESSIONAL DEVELOPMENT

Coach Supervision Group 2020 – Present
Participant in virtual 24-month executive coaching supervision group facilitated by certified coach supervisor.

Partners International, New York, NY
Contextual Coaching Certification **2018**

University of Hartford, West Hartford, CT
Bachelor of Arts, Mass Communications **1981**

PUBLICATIONS

I Don't Know What I Want, But I Know It's Not This: A Step-By-Step Guide to Finding Gratifying Work (Penguin; 3rd edition 2016)

You Want Me to Work with Who? Eleven Keys to a Stress-Free, Satisfying and Successful Work Life…No Matter Who You Work With (Penguin; 2006)

Workplace E-Book Series:

- *Delegation: Mastering the Art and the Science* 2012
- *Enhancing Your Image: How to Create a Positive, Lasting Impression* 2012
- *Getting Organized: No-Nonsense Strategies That Work!* 2012
- *Managing Your Career: A Practical Guide to Getting What You Want from Work* 2012
- *Networking: How to Build Relationships and Thrive in Your Career* 2012
- *Time Management Techniques: How to Stop Wasting and Start Maximizing Your Most Precious Resource* 2012

Hirsch, A. and Jansen, J. (2022). *A Contemporary Approach to Vocational Evaluations in Divorce Cases* [White paper].

Coping Magazine, *On the Job Hunt After Cancer* 2019

VOLUNTEER SERVICE

CANCER AND CAREERS (www.cancerandcareers.org), New York, NY **2007 – Present**

- Developed and deliver four to eight Zoom webinars annually for 200+ participants across the U.S.
- Provide career coaching to cancer patients and survivors using various virtual platforms.
- Review 200 resumes for cancer patients and survivors annually.
- Contribute to materials development and publications.

COMPUTER CENTER FOR VISUALLY IMPAIRED PEOPLE (CCVIP) **BARUCH COLLEGE**, New York, NY **1994 – 2017**
Advisory Board Member

AWARDS

University of Hartford Anchor Award 2017
Awarded to recognize alumni who have distinguished themselves by achieving the highest level of professional and community accomplishments.

The Computer Center for Visually Impaired People Service Award 2015
Recognition for 23 years of service on the advisory board.

PRESS & MEDIA

Interviewed on career and workplace topics by hundreds of publications and websites including Monster.com,

Forbes, WSJ.com, the *New York Times*, *Fortune*, *The Boston Globe*, Next Avenue, *The Globe and Mail*, *Newsday*, *New York Post*, *Psychology Today*, *Smart Money*, *Redbook*, *American Way*, and *US News and World Report*.

Interviewed as a career and work expert on over 100 radio stations across the US as well as major TV networks including The Today Show, ABC World News Now, Bloomberg TV, New York One, CNN Financial News, and MSNBC.