



## ***Damiana Kralj, PCC, MPA***

Damiana is a Professional Certified Coach (PCC), accredited by the International Coach Federation, a trainer and facilitator, coach mentor and supervisor. She partners with her clients — executives, business owners, entrepreneurs and teams — to help them create clarity, identify possibilities, and implement strategies, which allow them and their organizations to thrive. She specializes in working with executives to hone their leadership skills, develop their teams, and achieve their best results in complex, multicultural environments. She works in English, Italian and Slovenian.

As a facilitator, she designs and delivers programmes and workshops in leadership development and change management for organisations. As a trainer, she delivers coach training for CoachingDevelopment Ltd in the UK and in Italy. As a certified supervisor and mentor coach, she partners with practising coaches in refining their craft while preparing for the ICF exams.

Damiana co-creates a lab-like space in which her clients can uncover, develop, experiment with, and practice behaviours and strategies that enhance their effectiveness and maximize their and their teams' potential. Combining this approach with stakeholder feedback, Damiana supports leaders in achieving generative relationships and sustainable results that grow the competitiveness of their organizations.

Prior to her coaching career, Damiana advised small and medium sized enterprises as a business consultant, drawing on her experience from previous work in corporate finance and M&A at JPMorgan Chase where she developed Chase's corporate client base in Eastern Europe, managed privatizations and advised the European private equity community. She relied on her people focus, innate sensitivity for different cultures, comfort with complexity, and strategic thinking to create value for her clients. She started her professional life as a primary school teacher in Slovenian schools in Italy.

Besides a Diploma in Coaching and a Certificate in Mentor Coaching and Coach Supervision from Coaching Development Ltd, London, UK, she holds a Master in Public Administration (MPA) from Harvard Kennedy School of Government, USA, and a BA in Contemporary East European Studies (comparative politics and transition economics) from SSEES, London University, UK. She is trained in various leadership and capabilities development approaches, among which Marshall Goldsmith's Stakeholder Centered Coaching, Judith Glazer's C-IQ Conversational Intelligence approach, and Lominger 360° - Leadership Architect©.