



Practical Approach, Measurable Results

Executive consulting is close collaboration to plan and achieve your priority goals. Stefanie Smith's action-driven approach increases profits and productivity by integrating technology, operations and organizational initiatives.

We will work side by side to:

- Brainstorm and document short-term tactics.
- Coordinate leaders and teams to ensure operations meet business, cycle time and service quality goals.
- Define motivational and meaningful performance measures and reports.
- Clarify organizational priorities, job responsibilities, training needs, and performance goals.
- Improve leadership effectiveness through customized executive coaching programs.
- Build collaboration and accountability to improve retention, morale, and professional development.
- Perform operational and organizational due diligence to identify transaction risks and rewards. Lead post-merger integration for successful results.



Our mutual goals are clear - to enhance your individual performance and organizational bottom line.

Stratex is a certified woman-owned business enterprise. We are bilingual English/Spanish.

Your personal style, timeframe and priorities drive how we structure our objectives and action plans. Your needs determine whether you require active project management, a customized consulting team or one-on-one coaching. In all cases, we start with a concise game plan and write regular status updates to provide a concrete record of our key insights and results.

Professional Background

Stefanie Smith leads Stratex, an executive coaching and consulting firm which supports senior executives to achieve strategic business goals – from cash flow to sales effectiveness. Ms. Smith has provided solutions for executives of Morgan Stanley, JP Morgan, American Express, KPMG, Grant Thornton LLP, Mount Sinai Medical Center, WinStar Communications, Western Forge, Direct Marketing Enterprises, and the ASPCA.

Prior to founding Stratex in 1996, she was a consultant at Grant Thornton LLP, where she advised middle market companies and public sector institutions. At the Federal Reserve Bank of New York, she was a public liaison for bankers and investors and led internal projects to increase productivity.

Ms. Smith holds a degree in Romance Languages (Spanish, French) from Princeton University and an MBA (Finance, Public Policy) from The Wharton School and London Business School. She is often quoted in *The Wall Street Journal*, *The New York Times*, and other national publications. She authors a blog www.coachstef.com, speaks and writes for the American Management Association on leadership and career advancement. She volunteers her expertise to medical, cultural, and community service organizations.