

VIRGINIA AUSTIN SCHUBERT

SENIOR VICE PRESIDENT

AREAS OF EXPERTISE

- 360° feedback
- Strategic Alliance Development
- Leadership Development/Senior Management
- Vision, Values and Strategy Development
- Interpersonal Skills
- Strategic Executive Coaching®

CLIENTS

- Ames Envelope
- Funds
- Lane Construction
- Management &
- Oracle
- Prudential
- Standard Bank
- Training Corporation
- United Airlines
- United Mine Workers of America
- Women in Community Service

LEVEL/TYPE

- Mid-level to Senior Management

BIOGRAPHICAL INFORMATION

Capitalizing on her 25 years of leadership, particularly as CEO of an international leadership development and training organization, Virginia Austin brings to EXCN a dynamic insight into her coachees and a unique capacity to help people by winning their confidence and moving them toward their potential. She has coached sales, management, legal and HR executives to strengthen their business performance and their personal effectiveness. In addition, Virginia has utilized her extensive management and leadership experience and her outstanding communications skills to improve the performance of managers as coaches and team leaders. She has a special commitment to improving the overall performance of the coachee's team.

As special assistant to the CEO of Kerr McGee Corporation, Virginia managed a multimillion-dollar urban redevelopment effort in Oklahoma City, Oklahoma called the Myriad Gardens, developing and selling the vision, values and strategy for the initiative to the community of over 1 million citizens. She developed the organizational structure for the maintenance of the botanical gardens and surrounding park and served as a director, appointed by the Mayor, of the Myriad Gardens Foundation and the Economic Development Commission.

As CEO of the International Association of Junior Leagues, Virginia built strategic corporate alliances with Allstate Insurance, Blue Cross Blue Shield and Pier I. In that same role, she was the corporate spokesperson, advocating organizational diversity and expanded national public policy involvement. She communicated the organization's agenda to congress and in media interviews and speeches across the nation.

As a national search executive for a 25 million dollar retail firm, Virginia recruited the executive management team and helped build the management structure for its newest division.

As Senior Vice President for the Points of Light Foundation, Virginia managed and facilitated meetings of national foundation and nonprofit leaders with The White House. In that same role, and as the founder, creator and implementer of a vision for family volunteering, she developed and carried out strategic plans for corporate involvement and built corporate partnerships with Hoechst Marion Roussel, now Avantis, United Airlines, Pfizer, General Mills, Hallmark, Sears, Allstate, Lutheran Brotherhood, Target Stores, Fleishman Hillard International Communications, AT&T, Chase Manhattan Bank, Fannie Mae, H & R Block, the Advertising Council, The Conference Board and Sprint Communications. Working with corporate executives, Virginia secured over 100 corporate commitments for Colin Powell's America's Promise Initiative. Those corporate commitments as well as a major grant secured by Virginia were announced at the President's Summit for America's Future led by the living Presidents of the United States.

Virginia was inducted into the Oklahoma Hall of Fame in 1989 and honored in 1986 with a By-liner Award from Women in Communications International. She is chairman of the Global Action Council for Heart to Heart International, immediate past Chairman of Women in Community Service and a director of the Space Day Foundation.

Virginia has authored numerous articles and speeches. References and letters of recommendation, including from coaches, are available on request.

