



# Steve Giglio

Steve has been coaching corporate business development teams and top-level executives for more than 25 years. Working with many Fortune 500 companies, he's developed an approach to leadership development that has resulted in higher levels of productivity, sales, executive retention and management skills.

Key industries that have been his focus include financial services, private equity management, publishing and travel/tourism.

With private equity management, he has long-standing relationships with firms who retain him to improve the way their associates through managing partners manage portfolio companies, lead teams and effectively communicate their firm's value proposition.

He uses an approach that is direct yet casual enough to put people at ease as they confront the barriers preventing their, and their organization's, success.

- Location: New York, NY
- President: Steve Giglio
- Experience: 25 years
- Education: Lehigh University, BA Sociology
- Partial Client List:

Abrams Fensterman	American Express	Arsenal Capital Partners	Citibank, N.A.
Collier International	Conde Nast	Convergys	Deloitte & Touche
ESPN	Huron Legal	Jet Aviation	Lantern Capital Partners
Willis, Inc.			

- Quote from Client:  
*"Steve's humor, his resiliency and his ability to disarm skeptical teams who then accept him as being on their side is incredible. Every time I've hired Steve to work with my sales teams they have made the company money. It's that simple."* - Jim Berrien, American Express

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