

## Access to Experts



**Robert Vulpis**

Program Director, Sales Enablement Leaders Council  
The Conference Board

Robert is a seasoned consultant and facilitator working with all levels of management and teams in the areas of leadership, sales, team and organization effectiveness. He has worked with several Fortune and Global 500 companies including Merrill Lynch, American Express, Morgan Stanley and Marsh & McLennan. Robert consults with senior management on identifying and closing development gaps in their people, using a combination of competency assessments, talent, learning and consulting protocols.

Robert has 20+ years' experience as a Senior Talent Management Professional focusing on building talent and organization capabilities to ensure world-class employee engagement. Robert is known for applying business acumen, authenticity and integrity in order to deliver exceptional business results and customer satisfaction.

Throughout his career, Robert has been active on industry-wide associations and boards. Most recently, he served as an Executive Advisory Board member with AchieveGlobal, providing customer/product guidance and direction to the company's leadership team.

Robert's style is highly engaging, participative and challenging. He favors a partnering and consultative facilitation style which gives participants the opportunity to experiment through exercises, discussions and other activities. By adopting a coaching role, Robert challenges and encourages participants to draw on their experiences and develop strategies for lifting their performance.

**Areas of Expertise/Interest**

- Talent/Succession Management
- Organization Capabilities
- Leadership Development
- Sales Effectiveness
- Performance Management
- Change Management
- Team Effectiveness
- Competency Development

**Certifications and Achievements**

- Myers Briggs Indicator Type
- Lominger Leadership Architect
- Sales/Negotiation/Management
- Insights Discovery
- Personal/Leadership Brand
- Change Management
- Team Effectiveness
- Situational Leadership

- Conference Speaker – Conference Board, Bersin, Human Capital, Argyle, ATD, Learning & Talent Executive Forum, iVentive
- B.A. and M.A. in Government and Politics from St. John's University