

Sallie Moniot Lilienthal, Ed.D.
Organizational Advisor and Executive Coach
Managing Director, The Center for Sea Change

Sallie Moniot Lilienthal is an accomplished operating executive and an active organizational advisor. Her consulting practice centers on assisting organizations to improve both financial and operational effectiveness, as well as coaching senior leaders to improve their leadership capabilities and to prepare them for their new or next assignment. Industries that Sallie has worked with include insurance and benefit administration, financial services, office products, agricultural products, technology, food and retail.

Prior to starting her own consulting practice, Sallie was the General Manager of the Central Region for Lee Hecht Harrison, a \$200 Million international human resources consulting firm. In her role as Managing Director, she was responsible for the P & L's of 11 offices with annual revenue of over \$40 Million, including the Minneapolis Office where she was based. During her tenure, the Minneapolis Office received LHH's highest distinction, Office of the Year, on two occasions, as well as the company's highest distinction for Quality Service Delivery. Sallie was called on by many LHH offices to help them improve profitability, service delivery and team effectiveness. Additionally, Sallie was the National Practice Leader for LHH's service oriented to the most senior leaders of organizations. Prior to this, Sallie was a principal in a boutique consulting firm that she sold to LHH.

Sallie's management and consulting roles cap a series of line management assignments at First Bank System, now US Bancorp. At First Bank, she built and managed the largest and most profitable high technology practice of any bank between Chicago and the West Coast. In addition, she has an extensive marketing and consulting background from her work with Xerox Corporation at its International Management Development Center, as well as Gamble Skogmo and Fieldcrest Mills.

Sallie currently sits on the Board of Management Communication Systems, the creators of InTouch, an award winning internal communication tool that is designed to enhance an organization's productivity, profitability and compliance. She has also served as the Chief Operating Officer and Board Member for a start-up organization in the food industry and as a Board Member of Automated Member Services, a firm that provides mall-based universal gift registry systems for retailers. Sallie has been a Board member of the St. Paul Chamber Orchestra, where she chaired the Finance Committee for six years and led the Contract Negotiating Committee, and of the Basilica of St. Mary, where she also chaired the Finance Committee.

Sallie holds a doctorate in Organizational Behavior from the University of North Carolina, where she was the first woman to complete the Leadership Development program offered in conjunction with the world renowned Center for Creative Leadership. She also holds an MA in Counseling from the University of Maryland and a BA in International Studies from Washington College. She is the author of the book *No Expectations Mon!*, a chronicle of her experience building her dream home in the Caribbean.

Sallie resides in Minneapolis with her husband, Peter, who is a business owner and restaurant critic; their daughter, Annie, is an attorney in D.C..