



“Creating High-Performance Teams”

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LINDA E. BALKIN

Clients value Linda’s customized blend of business, fact-based, and results orientation with insight, empathy and humor. They find her to be deeply compassionate, resourceful, and committed to their learning and growth. Serving as a thought partner, she helps her clients expand their self-awareness and develop highly effective behaviors and strategies. These strategies involve leveraging existing strengths as well as addressing challenges and opportunities for development.

Linda draws on more than 25 years of business experience, including building new lines of business, developing strategy for healthcare organizations, leading cross-functional product teams, and recruiting senior executive talent. As the Director of Consulting Services at a healthcare information start-up, now Thomson Reuters Healthcare, she expanded the business while helping her clients grow through new service line and market strategies. She also led cross-functional teams to develop and deliver new data products. Additionally, Linda served as a principal in two retained executive search firms: Witt/Kieffer, a leading firm specializing in healthcare and a boutique, general industry firm serving entrepreneurial organizations as well as Fortune 500 companies.

Linda believes that each client has a unique set of capabilities, values, and characteristics that make them who they are and who they aspire to be. This belief translates into an individualized learning approach that incorporates personal insight, real-world application, tools, and accountability. Ultimately, the coaching process and focused support for positive change can help clients lead with greater authenticity and effectiveness.

Linda has an MBA from the Kellogg School of Management at Northwestern University and a BA from the University of Michigan. She is certified as a coach through the International Coaching Federation and The Coaches Training Institute and has completed advanced coursework through the College of Executive Coaching. As a strong advocate of continuous growth and learning for leaders, Linda has delivered workshops and presentations to numerous corporate and Kellogg School of Management audiences and is a coach for the Loyola Family Business Center.

