

# THE PROFESSIONAL DEVELOPMENT GROUP

In-the-trenches business experience plus a passion for team-building are what distinguish Melanie as a High Performing Team Consultant and Executive Coach serving clients in both the Denver, CO, region and the Northeast.

**Melanie's 25 years of experience in engineering, manufacturing, product management, and HR enable her to understand the challenges her clients face.** Melanie has resolved interdepartmental tension and defused conflict in teams, which is why she excels at facilitating work process improvement, communication, change management, and leadership transitions.

**With global leadership experience in Europe and Asia, including living and working in China,** Melanie can provide expert guidance on sensitively navigating cultural differences on global teams. Across any environment, Melanie knows how to create positive change to transform workplace culture.

Melanie's methodical approach to building high performing teams is focused on listening to clients' needs and applying behavioral science to create practical, workable solutions.

Fueled by her passion to help people work better together, Melanie believes no one person can do alone what a group of people can achieve together. As a result, **Melanie leads our High Performing Team Retreats, builds high performing teams through a customized hiring process, and conducts Talent@Work®**—our interactive, 3-day seminar that empowers teams to achieve high caliber collaboration.

## Qualifications & Education

- MBA, Lehigh University, College of Business & Economics
- B.S., Chemical Engineering, University of Notre Dame
- Certificate in Change Management, Cornell University
- Certified DISC Professional Behavioral Analyst (CPBA)
- Certified Professional Values Analyst (CPVA)
- Certificate in Myers Briggs Type Indicator (MBTI)

## Endorsements

*"Melanie's contribution was during a time of crisis, and her passion, patience, wisdom and leadership inspired the entire organization to become something better. Her strategy was relevant, her solutions were realistic, and her plans to get there were achievable, both inspiring teamwork and empowering individuals to make a difference."* (Director at Community Center Shanghai)

*"Melanie is an outstanding business leader with exceptional vision. She is an excellent people manager who understands how to listen. She knows how to motivate and encourages innovative solutions to achieve goals. She deftly combines her drive for results with a genuine, generous and supportive style."* (Executive at Air Products)



**Melanie**  
SANCHEZ-JONES

**High Performing  
Teams Consultant  
Executive Coach**

## Organizations We Have Served

- Air Products
- Altitude Marketing
- ASR Media
- CNB Bank
- Community Center Shanghai
- Federal Reserve Bank
- Francis Coffman Architects
- Fulton Financial
- G.E. Capital
- Hewlett Packard
- IBM
- Johnson & Johnson
- Kish Bank
- Merck & Co., Inc.
- Pearson
- PA Bankers Association
- PhotoMedex Inc.
- QVC
- GlaxoSmithKline
- The Victory Bank
- Victaulic