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Partial Client List

- Cengage
- Fordham
- Hydra Biosciences
- Inmar
- Redeemer Presbyterian Ministries

Dr. Sandra Palmer

Principal Consultant, The Table Group

President, Sophos Executive Leadership

Sandra draws upon over 25 years of executive leadership development, adult learning, and business experience to help senior executives and management teams increase their interpersonal effectiveness and improve individual and organizational performance.

Sandra works regularly with leadership teams in quickly and effectively applying the concepts captured in all of Pat Lencioni's books. Her clients range from industries such as financial services, biotech, pharmaceuticals, and academia, to multi-faceted organizations.

Sandra's clients comment on her ability to listen, ask probing questions, synthesize quickly, offer critical thinking, and suggest creative, actionable solutions to solve problems. Her results-oriented approach is coupled with her keen insights concerning individual behavior.

She has experience as an entrepreneur and within a corporate setting. Sandra was Vice President of Business Development for The Concours Group working with Fortune 1000 executives and academic thought leaders. Before joining Concours, Sandra founded Executive Edge, a leadership consultancy. She has held positions at IBM and Drake Beam Morin. Sandra earned her doctorate from Columbia University.

Sandra lives in Sarasota, FL.

Endorsements

"As someone with senior management responsibility in start-ups and multinational environments, I can say with great confidence that Dr. Palmer understands that business value means identifying strategies that drive results, measured by consequences that translate into profits and losses and shareholder value. Whether it is a key executive or a team operating at less than full effectiveness, Sandra Palmer can help unlock meaningful intrinsic potential."

—Fred Jorgenson, EVP, General Counsel, Inmar

"I've had the opportunity to work with Dr. Palmer over the years. Recently, I asked Sandra to work with my senior team to overcome barriers to communication and increase efficiencies. Her approach was thoughtful and thorough. Sandra's ability to genuinely listen and understand what it is she is hearing, coupled with her skill at helping people feel safe and respected, is truly a gift. Being willing to look at ourselves in an open, supportive way was truly a transformative experience and has provided a significant amount of understanding and value to our working relationships. "

—Russ Herndon, CEO, Hydra Biosciences