



Dawn S. Kirk

EXECUTIVE LEADERSHIP COACH &
PROFESSIONAL SPEAKER

**Transformational Coaching & Leadership Development
to enhance your ability to drive change
in your organization for improved results!**

PHILOSOPHY

My philosophy reinforces the importance of integrity, passion, performance, and improved execution. My participants and clients are characterized as collaborative, solutions oriented, well disciplined, and highly motivated to drive results while improving their organizations.

BIO

Bold, Brilliant, and Best Practice driven, Dawn Kirk has epitomized consistent excellence in and out of the boardroom. Dubbed one of Georgia's 100 Most Powerful and Influential Women, Dawn's real-life approach towards professional and lifestyle management has supported an impressive 26-year corporate climb to senior executive levels at two, Fortune 100 Corporations. She served in fifteen roles over 26 years, 16 of those years, at a senior- executive level. Due to her leadership capabilities, Dawn had only three interviews in her career with 50% lateral and 50% promotion. During her role as Vice President of Sales and Operations for the Southeast at Coca-Cola Refreshments, she led a cross-functional team of over 5,000 associates with revenue of over \$2.8B, and this fortified her as an industry trailblazer. As a servant leader, Dawn has pioneered the advancement of diversity and inclusion through her works with Business Resource Groups and Councils at global corporations across industry verticals with experience in organizational transformations, reorganizations, and descaling businesses. Dawn has coached, trained, and developed thousands of people in Fortune 100 companies. With core values at the center, Dawn birthed BestU4Life LLC as a catalyst to pour into the lives of other professionals to help them design and live their best life through transformational coaching and leadership development. Dawn challenges the status quo and is goal and solutions-oriented. Her core values are Faith, Family, Integrity, Wellness, Diversity/Inclusion, Leadership, and Continuous Learning. Dawn's family have inspired her mission to demonstrate for professionals how you can have a family and excel in the workplace. She is married to her husband of over 25 years and has two talented sons.

CREDENTIALS

I have been coaching leaders for over two decades for Fortune 100 companies, and educational background is in Business Administration (BA), Accounting. My career began in the CPG industry at Frito-Lay, Inc. Throughout my 18.5 years with Frito-Lay, I was in eight Sales Leadership and cross-functional roles in Finance, Operations, Marketing, and National Account Sales enabling me to reach the senior executive level. After resigning as Director of National Accounts-Drug Channel from Frito-Lay, I joined CCE in as the Vice President of Sales and Operations Planning and quickly was promoted to Market Unit Vice President within six months of joining the organization. At that time, CCE has just integrated with the Coca-Cola Company's North America operations and became known as Coca-Cola Refreshments (CCR). I was able to demonstrate my ability to quickly build trust and navigate a large organization through an imminent transition. In 2013, I was promoted to Vice President of Sales and Operations for the Southeast Region. I led a sales and merchandising organization of over 2,000 associates. Our team represented 30% of the East Region's volume and profits with over 160MM cases sold that represented \$1.6B in revenue annually. In 2014, CCR reorganized it's East Region, and my Sales and Merchandising Organization became comprised of 5500 associates, with six vice preidents as direct reports. While leading this team, we were responsible for \$2.8 billion in revenue, with a \$380M operating budget. My professional experiences afforded me the opportunity to coach and develop many as well as lead in a variety of Employee Resource Groups, including the Coca-Cola East Region Diversity and Inclusion Council and Multicultural Leadership Council. I am immensely passionate about leadership and the development of others. I am proud to have set an example for young men and women of how to navigate a successful career and live a fulfilling life as a spouse and parent. In addition to my professional experience, I am certified by the John Maxwell Team, Career Direct, Personality I.D., The Health Coach Institute (Life & Health Coaching), and C.E. credit from the International Coach Federation. I am also the co-author of the best-seller "The Success Blueprint" with Brian Tracy.



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SPEAKER TOPICS

- Maximizing Organizational Growth
- Increased Synergies Through Cross-Functional Teamwork
- Identifying Your Blind Spots
- Being Transparent During Times of Change
- Connecting the Dots Between Strategy & Execution
- How to Build a Diverse & Inclusive Culture
- Career Mapping for Champions
- The Truth About Work Life Balance
- Owning Your Brand As a Leader

CLIENTS



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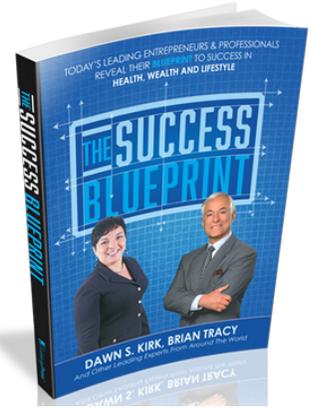


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BOOK

Dawn Kirk and the World's Leading Entrepreneurs & Professionals Reveal Their Blueprint to Success in Health, Wealth & Lifestyle
- Featuring Dawn Kirk & Brian Tracy



AWARDS

2013-Corporate Phenomenal Woman Award by The Black Women's Expo in Chicago, Illinois.
2014-Georgia's 100 Most Powerful and Influential Women by Women Works Media Group in Atlanta, Georgia.
2015-VIP Woman of the Year Circle by the National Association of Professional Women
2016-Featured in the Atlanta Tribune for becoming a best-selling author for the book co-authored with Brian Tracy, "The Success Blueprint"

PRESS

Nov. 2017 & 2018-Appearance on "Married to Medicine" for Lifestyle Coaching
Feb. 2016-Cover Feature by the Atlanta Tribune – "The Women of Coca-Cola - 17 Game Changers Tell Us Their Secrets to Success."



CONTACT



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www.bestu4life.com

-References Available Upon Request