

Julie Jansen

Principal at Julie Jansen LLC

Stamford, CT, US

Dynamic speaker, best selling author, executive and career coach and problem solver for today's work place issues

Biography

About Julie Jansen

Julie Jansen – motivational speaker, coach, trainer, resume writer, business consultant and meeting facilitator – works with leaders, managers, senior contributors and entrepreneurs in developing the competencies, skills and techniques needed to thrive in today's chaotic business world.

Prior to starting her own business in 1999, Julie worked in a variety of industries including broadcasting, outplacement, consulting, training and recruiting for Post News Week, Drake Beam Morin, Manchester Partners and Provant. Julie's industry experience includes: advertising, consumer products, entertainment, fashion, financial services, logistics, magazine publishing, manufacturing, new media, non-profit, public relations, and professional services. Her clients include Shiseido, LexisNexis, GE, DHL, March of Dimes and NY Road Runners.

Julie has identified eleven qualities that she considers fundamental to business and career success. These "Eleven Keys" are the basis for her coaching and dynamic, no-nonsense presentations on networking, leadership and management, career management, communication, executive presence and professionalism, influencing, sales and time management.

Julie has been quoted in numerous publications including Fortune, Forbes, the Boston Globe, the New York Times, Cosmopolitan, Essence, and WSJ.com. She has been interviewed on the Today Show, ABC World News Now, MSNBC, NPR, CNN Financial News and many other television and radio stations across the United States.

A revised version of her first book, *I Don't Know What I Want, But I Know It's Not This: A Step-by-Step Guide to Finding Gratifying Work* was published in the U.K., Germany, Austria and Romania and was released by Penguin in 2010. *You Want Me to Work With Who? Eleven Keys to a Stress-Free, Satisfying and Successful Work Life...No Matter Who You Work With* was published by Penguin Books in 2006. Julie is also the author of a Workplace Coach Booklet series on Networking, Enhancing Your Image, Delegation, Managing Your Career, Time Management and Getting Organized.

Julie earned a B.A. in Mass Communications from the University of Hartford. She sits on the Advisory Board of Baruch College's Computer Center for the Visually Impaired and volunteers for a half-dozen unemployment support groups. Julie volunteers as a career coach for Cancer and Careers.org.

Availability

Keynote, Panelist, Workshop, Author Appearance

Industry Expertise

Financial Services, Non-Profit/Charitable, Management Consulting, Writing and Editing, Employment Services, Talent Management, Cosmetics and Beauty, Public Relations and Communications, Human Resources, Professional Training and Coaching

Areas of Expertise

Career Management, Networking, Executive Presence, Working With People With Challenging Behavior, Management Skills, Time Management, Political Savvy, Communicating Effectively, Changing Careers, Making Yourself More Memorable

Sample Talks

Connect! Developing Relationships That Reap Results

If you think networking is passe, think again! In our era of globalization, technology and constant change, building relationships to realize business goals is more important than ever.

Julie, a master networker, shares her secrets about this critical business skill.

Your audience will learn a review of the basic steps in the networking process, networking etiquette and tips for cultivating valuable contacts, how networking can ensure professional and personal success, and creative ways to maintain relationships and keep your contacts alive.

You Want Me to Work With Who?

This practical and fun presentation addresses the most troubling issue many people face at work – the inability to get along with dysfunctional coworkers. Based on her book, *You Want Me to Work with Who?* Julie will share her unique approach to handling this universal problem.

The secret is in the Eleven Keys... There are eleven main character traits that inform our day-to-day workplace behavior. Often, difficult people can lack or have an over-abundance of some of these key traits, which makes them “act out” in ways that always have a negative reverberating effect on their own work and those who work with them. In this presentation, Julie will teach participants how to:

- Recognize the root causes of problem behavior.
- Effectively confront problem colleagues.
- Find real solutions to dealing with them in the future so they can meet their own goals.
- Understand which of the Eleven Keys they themselves may need to develop or tone down.

Make Yourself More Memorable -- Within Your Organization, to Your Network and Potential Employers

Your audience will:

Understand the importance of self-awareness

Learn how to differentiate and communicate your message face-to-face and digitally and network more strategically in-person and on-line.

Understand the power of political savvy

Learn how to brand themselves professionally

Understand how to change and improve their physical and psychological presence

Career Management or Career Chaos? It's Up to You!

If you take charge of your career, greater productivity and a better future are in store for you. Learn how to assess your strengths and areas for development, network inside and outside your organization and pursue and obtain the projects and assignments you want to be involved in.

Executive Presence - Behaving and Performing as a Leader

Individuals in a leadership role are expected to act in a consistently professional manner, exhibit confidence and poise, and be a positive role model for others. Taking initiative and responsibility, adhering to a code of conduct and ethics, maintaining a positive attitude, respecting others and presenting yourself to the best of your ability, are all part of the package.

Audiences will learn how to present themselves as a leader, both physically and mentally, how to make colleagues and clients feel important, attended to and respected, and the importance of following your organization's formal and informal, leadership guidelines and norms.

Event Appearances

Title

USTA (US Tennis Association) Staff Development Day

Title

NY Association of Health Care Providers - Annual Conference

Title

Webster Bank - Risk Management Team Off-site

Title

Cancer and Careers - Fall Educational Series

Title

Fitch Ratings Training Seminar

Title

Digitas - Career Development Week

Title

West Hartford Public Library - Annual Staff Development Day

Title

CFA Institute - Members Only Special Meeting

Title

Fitch Ratings - Professional Development Workshop

Title

Shiseido/Cancer and Careers - Beauty of Caring Event

Title

Women in Shipping and Trading Association - Monthly Meeting

Education**University of Hartford**

Bachelors of Art Mass Communications

Accomplishments**Author**

Published I Don't Know What I Want, But I Know It's Not This: A Step-by-Step Guide to Finding Gratifying Work (Penguin, 2016)

Author

You Want Me to Work With Who: Eleven Keys to a Stress-Free, Satisfying and Successful Worklife no Matter Who You Work With (Penguin, 2006)

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