



**Andrea Novakowski, MBA
Executive Coach**

Andrea brings 20 years of corporate experience to her work as an executive coach. She co-developed and grew a highly successful employee benefit consulting firm. Her responsibilities included managing the P&L, strategic planning, sales, client service, marketing, and the hiring, training and management of staff. She was awarded a consulting contract through a joint venture (and subsequent sale of the firm) with Blue Cross Blue Shield of Massachusetts (BCBSMA) where she reported to the chief operating officer. At BCBSMA she was part of the executive team that opened a new distribution channel by establishing a dedicated broker sales organization. She developed excellent working relationships with top-level division heads in marketing, product development, service, finance, and underwriting. She also managed the finance, underwriting and administrative group of 15 people.

As an executive coach, Andrea helps individuals navigate the shifts that occur in business whether it's acclimating to a new role, learning how to work within a new team, or working around a major obstacle. Andrea supports her clients as they build their leadership and management skills in ways that help them succeed in their corporate environment.

She has worked with executives and managers ranging from start-ups bio tech firms to large corporations including: Avery Dennison, OMGEO, Thomson Financial, Tweeter and Warner-Lambert.

Andrea received a B.A. in Psychology from Simmons College and an M.B.A. with a specialization in Finance from Babson College. She is a graduate of the Entrepreneurial Management program from SBANE/Babson. She holds the designation of Master Certified Coach through the International Coach Federation.

Andrea is a Past President of the International Coach Federation - New England chapter. She is co-chair of the New England Women's Leadership Awards, an annual event that recognizes the accomplishments of female executives and entrepreneurs in New England. She is also actively involved in Babson College's Women's Leadership Program as a Mentor to an MBA student.