

SUSAN GEBELEIN

Executive Vice President,  
Client Relationship Management



### *Office Location:*

Minneapolis, MN

### *Clients Served:*

- Hewlett-Packard
- Shell
- SAP
- InterContinental Hotel Group
- RWE

### *Academics:*

- B.A., Michigan State University
- M.S., University of Minnesota

### *Professional History:*

- Consultant, Pew and Associates
- Consultant, Control Data
- Director, Chart

## Expertise

With her keen entrepreneurial vision, Executive Vice President Susan Gebelein has been central to guiding PDI to its position as a world leader in talent development. She also has facilitated PDI's leadership in strategic HR excellence. An exceptional big-picture thinker, Sue excels at helping organizations build integrated leadership development architecture and is helping HR go beyond business partnership to business leadership.

Before assuming her current role, Susan's work at PDI included directing global development businesses where she oversaw years of double-digit growth, and leading PDI's North American Operating Offices. Susan is in demand as a resource to business editors of major U.S. publications such as *Fortune*, *USA Today*, and *The Wall Street Journal*. She heads PDI's publishing department and is a primary author of the million-selling *Successful Manager's Handbook* and *Successful Executive's Handbook*.

Susan balances her work life with her passions for travel and running, and participates in marathons in New York, Boston, the Twin Cities, and Duluth.

## Results Achieved

- An organization came to PDI seeking a leadership development program for its executive team. Susan helped them build a process focused on their need to drive new strategy and champion change. This provided an organizational framework for driving change throughout their leadership pipeline, which increased the impact of the development process, leveraged the synergy of shared frameworks, and reduced the overall costs of change.
- A hard-driving CEO was alienating his executive team members by ignoring their advice and pushing his own agenda. Susan's coaching enabled him to lead at an executive level and use his team to create aligned strategies. As a result, the organization was able to make the changes needed to address significant competitive threats.

## Partnering Advantage

Her own experience as an entrepreneur makes Sue exceptionally skilled at identifying ways for organizations to gain strategic advantage. Similarly, her work as a senior executive makes her a valued partner to other senior executives in building a culture of leadership.