



# Floyd Carlson, M.S.

FACILITATOR

## Education

### Bowie State University

- Master's in Management Information Systems (MSMIS)

### University of Wisconsin, Stevens-Point

- Bachelor's in Business Administration

## Certifications

- International Coaching Federation (ICF) Professional Certified Coach (PCC)
- Brain-Based Coaching Certification (BCCC), NeuroLeadership Institute (NLI)
- Certified to administer and interpret assessments such as Hogan Assessments, Caliper, HBDI, and the Leadership Circle Profile

Floyd Carlson brings over 30 years of leadership experience across high-tech, operations, military, manufacturing, and sales sectors. With a strong focus on building effective teams, improving relationships, and leadership development, Floyd utilizes brain-based coaching techniques to help clients achieve measurable results. His approach is designed to empower clients to set actionable, motivating goals and strategies, while ensuring they put new insights, habits, and skills into practice. A published author of *Conscious Leadership in Action*, Floyd showcases his deep expertise in leadership growth and human capital.

Throughout his career, Floyd has made a significant impact in various roles. He spent 14 years managing Sales Operations, technical service teams, and critical accounts for European markets at a Fortune 500 company. He has held diverse leadership positions, including Corporate Sales Executive, Director of Sales Operations, Senior Manager of Technical Services, and Management Information Officer. He is also skilled in workshop design and facilitation, bringing teams together to foster collaboration and drive results.

Floyd's coaching has led to exceptional outcomes for his clients. He helped a senior finance leader strengthen relationships and overcome the perception that they were unready for promotion, leading to their selection as the next CFO within six months. Floyd has also mentored several high-potential leaders, helping them develop action plans from 360-degree feedback, resulting in improved confidence, increased visibility, and new career opportunities. Floyd's leadership also contributed to the successful adoption of Cisco's ordering system across Europe, the Middle East, and Africa, supporting 361 partners and 1,089 sellers and driving \$7 billion in bookings.

Outside of work, Floyd is an avid marathon runner, reader, and writer. He also volunteers as a coach for organizations supporting military veterans.

