



**Areas of expertise:**

- Executive Coaching
- Cross-cultural Communication
- Team Coaching and Development

**Languages:**

- Italian
- Spanish
- English
- French

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Mara Garofalo has been working as an executive coach and facilitator for over ten years, providing feedback to hundreds of international managers in how to better understand the way in which they function and how other people perceive their behaviours.

In addition, Mara specialises in cross-cultural awareness. Mara's experience in multicultural environments is not only theoretical but practical. Mara is of Italian origin, was raised in Argentina and Peru, and has lived in France, Egypt, and Peru and has been living in Belgium for almost 20 years. She draws on her vast knowledge and experience in dealing with diverse cultures and situations when coaching and facilitating individuals and teams on cross-cultural understanding and communication and leadership.

Her clients describe her as very capable in putting people at ease and creating an environment of trust that enables great results.

Mara strongly believes that self-awareness and self-confidence are crucial in leadership development and integrates this philosophy into her activities. She is familiar with the challenges executives face in their daily work and maintains a pragmatic and realistic approach when coaching them on dealing with interpersonal or management issues in order to maximise success.

She has worked in the private and public sectors, as well as for NGOs. Her client list includes AG Insurance, Alstom, BBVA, Ciba, De Lage Landen, EADS, Endesa, Lundbeck, Mars, Medtronic, Mobinil (Egypt), Optimentus (Senegal), Philips, Santander and Telefonica. In addition, Mara is a certified coach and trainer for the European Commission and Parliament.

Mara is fluent in Italian, Spanish, French and English and has a working knowledge of Portuguese.

Mara obtained her Psychology degree in Paris and her Masters in Brussels. She also has an advanced degree in educational research.

She is an accredited coach, and is certified in the use and application of numerous psychometric instruments such as MBTI, FIRO-B, Californian Psychological Inventory (CPI), Conflict Dynamics Profile, Hay 360 and Team Diagnostics.