



Diana MISIM

PCC , ORSCC , ACTP

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Professional Coach & Mentor, Management Consultant, Facilitator

- *Executive Coaching*
- *Management Coaching*
- *Organization & Relationship Systems Coaching*
- *Team & Group Coaching*
- *Leadership Coaching*
- *Inhouse Coach Supervision*

- *Inhouse Mentoring Programs Designer*
- *Inhouse Mentor Supervision*

- *Change Management*
- *Process Development Facilitation*
- *Sales Management*
- *Performance Management*

Guru Management Consultancy, Coaching & Mentoring Services
Founder (2008----) www.guruyd.com.tr

Executive (C Level & Board) and Management Coach, Team Coach, Organization & Relationship Systems Coach, Leadership, Performance and Change Coach, Inhouse Coach Supervisor, Resilience Expert

Inhouse Mentoring Programs designer, Inhouse Mentor Supervisor

Business Coach of Continuing Management Education for Companies at University of Economics for Management (HDWM) - Mannheim/DE

Power of Happiness Platform - Turkey – (2014-2016) Concept initiator and Founding Partner.

Deniz Kizi Ulusal Kadin Yelken Kupasi (2016--.....) – Mermaid National Women Sailing Cup (www.denizkiziyelkenkupasi.com) – The Dreamer, Initiator and Organizer.

DM is one of the few certified ORSC Coaches in Turkey (**ORSCC**)--(Certified Organization & Relationship Systems Coach), experienced (**3500+ hours**) and accredited **PCC** by International Coach Federation.

Since 2008 DM works with very well known Corporates in Turkey, such as Dunapack Packaging-Turkey, Dunapack Packaging-Romania, Nestle, AvivaSA, KFC, Starbucks, Celebi Aviation, Tuborg, Bayraktar Hold-Automotiv, Borusan Hold, Kosifler-BMW, Sinpaş, BP, Autoliv, SIF-JCB, Evyap, Ravago, TAV, Garanti Bank, Şekerbank, Group M, Mindshare, Rafineri, Sabancı Hold, Vodafone, Innova, Yenasoft, Bimser etc., and also creating long-lasting relationships and continuous projects.

From Sales representative to General Manager

During her 35 years (1986-...) career with a wide range of roles and responsibilities, she has gained considerable experience in Startups, in Forming Company Strategies, Organizational Restructuring, Leadership and Management, P&L Management, Sales Management, Systems Design, Business Development, HR Management & Performance Systems Design, while she also has extensive experience in a variety of industries and sectors (Private & Public).

DM has worked for international companies such as IBM Turk, Joint Ventures, and for leading Local companies such as KOC Holding IT Group and SABANCI Holding Group of companies.

She performed different managerial functions rising through all levels of executive management and leading up to the General Manager position.

DM is a highly experienced coach, presenter and lecturer on subjects such as Leadership & Management, and Sales & Performance Management. She also undertaken roles in committees involved in studies of HR, Quality & Process Development.

With her strong desire to contribute to the development of people and organizations, she has established her own Management Consultancy, Coaching and Mentoring Services company in 2008.

With the importance of Wellbeing@Work DM has become a founding partner of Power of Happiness Platform Turkey. She organized the very first Happiness@Work Conference (March 2015) in Turkey, and the second in March 2016.

----- 2008 GURU Management Consultancy, Coaching and Training Services – **Founder**

2008 - 2006 **General Manager** --- Media Industry / Medyavizyon–Redsofa (Startup)

2006 - 2003 **General Manager** --- KOC Holding – Koc Bryce Training Services (Re-organization)

2003 - 2002 **Sales Director** --- KOC Holding – TANI A.S. /PARO (Startup)

2002 - 2000 **Marketing and Sales Director** --- PORCAN Holding-Mackley Int.(Re-organization)

2000 - 1998 **Marketing Manager** --- Pilsa Automotive - SABANCI Holding Group (Startup)

1998 - 1993 **Marketing & Sales Manager**-- I-BIMSA/ IBM Turk & SABANCI J.V(Re-organization)

1993 - 1988 **Sales Rep.** (Account mng.) — IBM Turk

1988 - 1986 **AD & PR Specialist** --- Yapı Kredi Bank

Awards: DM carried out Sales and P&L responsibilities with remarkable results throughout all her career (for example; at Koç/Bryce: taking the company from loss to breakeven and then tripled revenue). Koç-Bryce was awarded for becoming the 1st in its industry. In addition, DM always joined the HPC (100% Club) with her achievements.

Certification & Courses

- Resilience Expert – R2 Resilience Expert Training & Certification – Michael Ungar – Canada / Resilience Research Center
- Coaching Supervision – Seven-Eyed Model
- ORSC @ Work - Organization & Relationship Systems Coaching -- CRR Global/ Co-Leader
- ORSC - Organization & Relationship Systems Coaching- Certification- CRR Global/ Co-Leader
- Neuroscience, Consciousness & Transformational Coaching – Be Above
- ORSC -Organization & Relationship Systems Coaching – Certification - CRR Global (ORSCC)
(System Integration & Path & Geography & Intelligence & Fundamentals)
- ORSC - Organization & Relationship Systems Coaching – System Integration - CRR G.
- ORSC - Organization & Relationship Systems Coaching – System Path – CRR G.
- ORSC - Organization & Relationship Systems Coaching – System Geography -- CRR G.
- ORSC - Organization & Relationship Systems Coaching – System Intelligence – CRR G.
- ORSC - Organization & Relationship Systems Coaching – Fundamentals -- CRR G.
- LMI - Leadership Management International – Leadership Programs / Licensee & Facilitation
- ICCO –Gestalt Coaching Works – Leadership & Coaching Within Organizations
 - Erickson Coaching International (ICF Accredited Coaching Training - ACTP
 - The Art & Science of Coaching – Solution Focused & Systemic Coaching
 - The Art & Science of Coaching – Meaning & Values of Life
 - The Art & Science of Coaching – Creative Solution Finding
 - The Art & Science of Coaching – The Spirit of Coaching
- Coaching Team Thinking & Team Innovation – Erickson Coaching Int.,
- Talent Management and Coaching – Erickson Coaching Int.
- NLP Neuro Linguistic Programming – Erickson Coaching Int.
- FourQuadrantThinking–EricksonCoachingInt.
- BodyLanguageTrainerCertification

Other Courses (2008 - 1986)

- Introduction to Commerce
- Marketing in Changing Environment
- Product Perspectives
- Communication
- Presentation Skills
- Selling Skills
- Understanding of Competition
- Negotiation & Managing Conflicts
- Sales School in IBM

- Personal Effectiveness
- Time Management

- Stress Management
- Creativity & Innovation
- Total Quality Management
- Leadership Strategies in 2000s
- Coaching
- Strategic Planning and Change Management
- Product Management
- Situational Management by Paul Hersey
- Contemporary Organizations
- Conceptual Understanding of Application Devlp. & Impl. Process and Methodologies
- Continuity and Change Management in Companies
- Effective Communication and Living
- Performance Management
- Assessment process of the Companies
- Assessment of the Liberalization process in Telco. Industry

Languages

English / Croatian / Turkish

Membership & Hobbies

- ICF-TR // International Coach Federation Turkey, Board Member (2010--12)
- EMCC –TR // European Mentoring and Coaching Council Turkey
- KAGİDER // Women Entrepreneurs Association, 2014-2016 GKL Project Coordinator
- Ozyegin University Center for Entrepreneurship Board of Cooperation (2010-11)
- Transcendental Meditation Association

- Motorbike rider - KTM Duke
- TAYK –Turkiye Open Seas Sailing Club, Licenced sailer
- Mermaid National Women Sailing Cup – Dreamer & Organizer -- www.denizkiziyelkenkupası.com

