



**CASSIE GILMORE, ACC**  
**Senior Consultant**

Cassie brings to *The Leaders Edge/Leaders By Design* over 30 years of extensive senior leadership experience in finance, operations, banking and, most recently, strategy, leadership development and executive coaching at the world's largest online retailer – Amazon.

Cassie has spent over three decades coaching leaders at all levels and works with her clients to empower them and take control of their career aspirations.

Cassie's primary role in Amazon's Finance and Operations organization was heading up the business partnership team supporting the 100 billion consumer retail business. She delivered 500 million in incremental cash flow and profits as a result of identifying and implementing operational efficiencies.

Cassie was invited to serve as an Amazon "Bar Raiser" mentor as a result of excellence in hiring and developing leadership and principal based candidates. Additionally, she was appointed to be a mentor, speaker, trainer and facilitator for Amazon's global Women in Finance network due to exceptional team leadership results such as zero turnover of her team and regularly receiving an average of 25% higher ratings than all directors in Finance. She mentored women in India, China, Japan, Europe and the United States.

Prior to her career at Amazon, Cassie was an EVP and Chief Credit Officer in commercial banking where she led strategy direction, organizational design, portfolio management and business development – all of which improved the business profitability.

Cassie is passionate about the impact coaching can have, creating an experience that encourages sustained personal and professional growth and living a thriving, motivated and engaged life. Within her coaching work, Cassie fosters a safe, confidential, and trusting environment in order to provide support to her clients and help them to achieve their full potential.

Cassie holds a Masters in Business Administration with an emphasis on Organizational Leadership from the University of Phoenix and is dedicated to guiding a new revolution in leadership, one that focuses on creating an organizational community and foundation built on trust, integrity, collaboration, accountability, innovation, respect, engagement and empowerment. She engages with her clients to identify strengths, weaknesses, limiting beliefs and how to master them effectively, creating a more productive, thriving, innovative, successful leader and team.

After receiving the ACC Accreditation from the Rayner Institute, Mark Rayner invited Cassie to teach for the ICF accredited organization and is presently a certified ACC instructor.