



# Yesim Ustaoğlu

She was born in 1965 in Istanbul. She was graduated from faculty of Pharmacy, İstanbul University in 1986.

Started in 1989, at Doğu İlaç-Sanofi as Brand Manager, her career continued in Eczacıbaşı-Rhone Poulec and Eli Lilly@Co respectively.

After many product launching campaigns that she put her signature under, Yesim became National Sales Manager, National Sales and Marketing Manager, Training and Development Manager and Ethics and Compliance Manager respectively.

She played an outstanding role in taking the necessary steps quickly and effectively with respect to cooperation and sales team competencies during her mission as a Training and Development Manager.

Again during this position, she successfully led many of the senior and mid-level managers' leadership and management development projects with significant results.

Yesim, who is a certified trainer of many programs such as Insights, Targeted Selection etc, completed Situational Leadership II T4T in 2001 in Spain and Situational Self Leadership T4T in 2005, Optimal Motivation T4T in 2013, Coaching Essentials T4T in 2014 and Legendary Service T4T in 2015 in Istanbul.

Yesim Ustaoğlu is not only a facilitator of Situational Leadership® II, but also she has been a practitioner of this program in all of her teams that she has led. Thus, she enriches the program content with real life situations.

Since she is aware of the fact that return on investment depends on shifting theory into practice, she offers effective and successful methods for organizations which are looking for closing the gap between learning and practice.

She received Co-active Coaching Training from one of the most well established Coaching Academies –The Coaches Training Institute and reinforced her coaching knowledge and expertise with her training at The Academy of Executive Coaching. She is coaching executives who are willing to develop their potential fully and make significant progress in every action they take.

Yesim Ustaoğlu is married with a daughter. She speaks English fluently.

## Some Clients

AGT	MSC Gemi
AbbVie	Modanisa
Atos Türkiye	Novo Nordisk
Bayer Türk Kimya	Novartis / Sandoz
Bosch A.Ş.	Philip Morris SA
Danone	Pegasus Hava Taşımacılığı
Çalık Enerji	Roche Diagnostics
Deva Holding	Saint Gobain Weber
DFDS Denizcilik	Schneider Elektrik
Genel Energy	Sompo Japan Sigorta
Guerbet İlaç Ferrero Türkiye	Şişecam
Kordsa Global	Yemek Sepeti
Lesaffre	Yıldız Holding
Lilly İlaç	

## Testimonials

*"Yesim enriches the content with real life examples as well as her own past experiences so that the participants can capture not only the concepts but also what and when they should do in a given situation. Her calm attitude and fascinating facilitation affects participants in a way that they give themselves up to her until the end of the workshop. Participants are also eager both to use and share what they learned with their colleagues and direct reports in real life. We are so happy to be working with Yesim"*

*Selim Utku – Director of Human Resources  
AGT*

*"Her lasting energy and her constant warm smiling make us taste a lifetime of experience that none of us is ever going to be able to forget. I am sure the concept 'Situational Leadership II' will have a real impact on all of our business lives."*

*Orhan Uzuner – Training Specialist  
Şişecam*

*"Yesim is very successful in delivering her expertise, understanding the audience and using appropriate communication skills in accordance with the needs of the audience. The training evaluations from each and every training reveals how well she encourages participants to participate, how good her presentation skills to keep participants attention on the subject and how effective she is in delivering the content to the audience.*

*As the HR team, we had very efficient and productive conversations with her on every issue that we want to consult with before and after the trainings. Her powerful observations increase the effectiveness of training evaluation and development plan processes."*

*Rabia Gülcen – HR Specialist  
Ferrero*

*"SLII presents a solid and effective leadership model with its unique psychological background and practical practices. Every leader should definitely care about and use the SLII skills with her/his direct reports and ask for the appropriate leadership behaviors in addressing her/his needs. The SLII has become a phenomenon in our company but I believe the main reason for that -besides the content- was Yesim's energy, competency and most importantly her way of embracing the SLII herself. We monitored the delivery of this outstanding workshop with joy and discipline and saw how good the skills were applied back on the job."*

*Kenan Kosoğlu – Training Manager  
Novartis*

*"In accordance with her knowledge and experience she had a good command of the workshop in every training that we run. She kept the interest of every single person in the room at maximum level thanks to her vibrant energy and interpersonal skills. We thank her very much."*

*Miray Gönülse – HR Specialist  
Kordsa Global*

*"The SLII workshop we received from Yesim was very special and it developed our skills in the work life. Especially her competence, knowledge, sincerity and communication skills made this experience unforgettable and quite productive. The content became even more productive and useful thanks to her real life examples and experiences."*

*Güzin BİLYAY – Management Organization and Training Team Leader  
MSC GEMİ ACENTELİĞİ A.Ş.*