



Karen Spofford, MBA
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Karen Spofford joins BeamPines as an executive coach who focuses on implementing leadership development solutions that link individual executive effectiveness to organizational performance. Karen coaches high potential executives to develop intellectual, physical and social polish as well as develop the support systems required to ultimately achieve personal and professional greatness. Her work with high impact business teams focuses on optimizing their structure, their appreciation and their understanding of one another, and their communication and interactions, which will allow them to powerfully execute and deliver beyond expectations.

Karen has over 20 years of experience as a business leader in supply chain and financial management in the Pharmaceutical and Financial sectors. As the Senior Director, Supply Chain Operations for Bristol-Myers Squibb (formerly DuPont Pharmaceuticals), she led a global division focused on business resource planning, demand management, customer service, contracting, rebates, logistics, distribution channels, accounts receivables, collections and product returns. Additionally, Karen has significant expertise in Investment and Commercial Banking on the buy and sell side, including commercial paper issuance, investment, cash and debt management.

Karen's industry expertise rests primarily in Pharmaceuticals and Financial Services where she focuses on the C-suite, senior and mid-level executives, leadership and project teams and entrepreneurs. Her coaching areas of focus include: High Potential Development, Leadership with an emphasis on Influence & Executive Presence, Communication Effectiveness, Onboarding and Team Effectiveness. She is certified in multiple assessment instruments and embraces BeamPines' goal focused, three phase coaching approach.

Karen holds an MBA from Villanova University and also earned a BBA in Finance from Saint Mary's College. In addition, Karen conducts Executive Coaching in St Joseph's University Executive MBA Programs.

She lives just outside of Philadelphia with her family and stays tuned into all matters pertaining to "supply chain" including process improvement theory which she willingly shares with her colleagues at BeamPines. Karen is also a Certified Cash Manager.

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