



KALLI PULOS

Kalli is an experienced coach, credentialed in 2001. Her expertise spans individual, team, and group coaching. For over 25 years, her focus has been developing authentic, capable leaders, and aligning high performing teams.

On a personal note, Kalli loves bringing friends and family together to share food, music, and conversation. She has been learning Argentine tango for five years – a delight and a challenge!

TESTIMONIALS

“Kalli facilitates clarity around many divergent issues in a complex business environment. With an approach that is positive, engaging, inspirational, she promotes focus on self-awareness and personal responsibility. Our sessions are refreshing and open up new perspectives. Working with Kalli has been life changing!”

- MANAGING PARTNER, LEGAL

“Kalli has helped me re-discover what I always was, to open the doors of opportunity to improve on skills that I thought I could never master or progress in! Her way of letting me embrace my vulnerability and bring out what I really want in terms of the questions she asks is magical!”

- PRINCIPAL ENGINEER, BANKING & FINANCE

“Kalli was a constant source of inspiration, motivation, encouragement, and support.

- GM, TELECOMMUNICATIONS

“There is so much I learned about myself that will make me a stronger leader, colleague, mentor, husband, father, son, brother and friend.”

- SENIOR MANAGER, BANKING

QUALIFICATIONS & ASSOCIATIONS

Accredited Coach, Level Three, IECL ▪ Dip (Education)
 ▪ Cert (Masterful Facilitation)
 ▪ Counselling Skills ▪ Member, Australian Institute of Directors (AICD).

DIAGNOSTICS

Human Synergistics LSI/GSI/LI (Lifetime Accreditation)
 ▪ Genos EI ▪ Cert ▪ mBIT

COACHING EXPERIENCE

Kalli's developmental and transition coaching spans C-suite, director/partner level, middle management, and emerging talent, across national and global organisations and across diverse sectors including in finance and banking, engineering, construction, education, telecommunications, health, professional services, media, FMCG, mining and local, state, and federal government. Kalli coaches face-to-face or virtually and has cross-cultural experience with companies in Australia, Europe, UK, Middle East, and Asia.

COACHING STYLE AND APPROACH

Kalli's tailored, integral, strength-based approach is influenced by adult learning models, neuroscience, solutions-focus, and leadership theory. With deep respect and care for her clients, her style is direct yet empathic; challenging, respectful, collaborative, responsive and spontaneous, while skilful and rigorous in practice. Kalli easily builds trust and rapport and has a gift for quickly uncovering core issues.

BUSINESS EXPERIENCE

Prior to 2001, Kalli held senior positions in organisations in areas of early childhood education (Director); arts (Publisher, international art photography publication); media (Business Manager, international photo agency; Senior Producer, film, and video). Kalli was also a National Campaign Director of an initiative linking business and the community to youth support organisations, the Business and Communications Manager for a leading not-for-profit organisation and a Leadership Consultant to a law firm. A common thread has been strategy, building teams, managing multiple stakeholders, and developing others while delivering results.

AREAS OF EXPERTISE

- Developmental and transformational coaching
- Coaching for transition and direction
- Team coaching and development
- Crucial Conversations
- Emotional intelligence
- Coaching for personal mastery, greater self-awareness, confidence, presence, personal brand, performance, and well-being

PREVIOUS ENGAGEMENTS

- CFO, FMCG - coaching enabled authentic leadership style to develop, a greater confidence at global level, greater influence of key stakeholders, and impactful team development.
- Global Practice Leader, Mining - coaching for successful building of personal brand, confidence, skills, and mindset shift to be able to have effective difficult conversations.
- Senior Manager, Government - coaching focused on, managing complexity, creating strong presence, powerful communications, assertiveness, building networks, developing team for results, and synergy.
- National Sales Manager, Manufacturing - coaching outcomes included: work/life balance, values clarity, strategic future direction, coaching skills, impactful communications, and authentic leadership style.
- Team Coaching, Multi-National Organisation - coaching aimed to strengthen team in preparation for global rollout of controversial change initiative. Improved group alignment, deepened relationships, effectiveness, responses, and shared understanding, positively impacting the culture.