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## CELIA C. LOVELL

### SENIOR VICE PRESIDENT

#### AREAS OF EXPERTISE

- Strategic Executive Coaching®
- Strategic Planning
- Executive Performance for Business Results
- Organizational Development
- Executive Talent Development
- Interpersonal Skills

#### CLIENTS

- Deloitte & Touche
- Lane Construction
- Southern Company
- Standard Bank

#### LEVEL/TYPE

- CFO; SVP; Partner

#### BIOGRAPHICAL INFORMATION

Celia C. Lovell is a senior executive coach with Executive Coaching Network, Inc. (EXCN). Celia has coached several top-level financial executives since joining EXCN in 2000. Prior to joining EXCN, Celia was employed by Norfolk Southern Corporation and its predecessors from 1977 to 2000.

As a member of the Law Department of Norfolk Southern, Celia was ultimately responsible for management of 50 percent of the litigation in which the corporation was involved and successfully brought a case before the United States Supreme Court in 1999. Celia used her coaching and mentoring skills in the supervision and development of a significant number of outside counsel as well as in-house attorneys and other employees. In addition to the rigorous legal analysis required by her position, she used her polished written and oral communications skills to direct peers and subordinates toward company goals.

While at Norfolk Southern, Celia represented the corporation before the legislative and executive branches of the Federal Government in Washington for ten years. Her responsibilities included establishing and analyzing corporate objectives, determining legislative or regulatory changes necessary for achievement, and developing and executing strategies to reach legislative or regulatory goals. The nature of the work involved extensive use of negotiation and team- and consensus-building skills.

Celia is a graduate of Stanford University and the Georgetown University Law Center. In addition, she is currently pursuing studies toward a C.F.P. designation.

