

# MELISSA T.K. HESS

FOUNDER & PRINCIPAL



ELEVATE YOUR PERFORMANCE.



Melissa is a Performance Coach for Leadership, Wellness, and Operational Excellence. The Founder and Principal of **Executive Lift LLC**, Melissa provides executive coaching, Lean/Six Sigma consulting, and corporate wellness programming for individuals and companies to elevate performance in all areas of life.

Melissa has a history of coaching and mentoring both direct reports and individuals outside of her chain of command, and a proven track record of developing talent for promotion and exceptional performance. A creative thinker, Melissa focuses on making things better – developing people and placing them in positions that play to their strengths. She works toward optimizing processes to reduce complexity and waste, improve quality, and make it easier for people to execute with excellence every time.

With 25+ years leading teams in fields as diverse as steel manufacturing, pharmaceuticals, and big box retail, Melissa has translated her passion for coaching and developing people into methods for developing high performing teams. She has a substantial skillset in Lean/Six Sigma, quality, and operations excellence and has led large-scale change initiatives impacting profitability, efficiency, and delivering operational excellence.

Melissa's volunteer work includes serving on the faculty for DELTA (NJ State Law Enforcement Leadership Program), mentoring fellow ADPhi alumni, providing pro bono coaching for young entrepreneurs, and delivering leadership training for Haiti Outreach Ministries in Haiti.

Melissa holds an Sc.B. in Materials Engineering from Brown University, and an M.B.A. from The Wharton School at The University of Pennsylvania; she received the George H. Main '45 Award from Brown. Melissa is a certified Project Management Professional, a Six Sigma Black Belt, a Certified Nutrition Coach and Personal Trainer, and a certified facilitator of DISC personality styles. She is a graduate of the Women Unlimited LEAD program from which she received the Fortune Award.

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