

Golden Career Strategies



Pam Wessel, highly experienced in client relationship management, executive sales and marketing, career, work/life balance coaching and administrative management, provides business development and coaching for both divisions of Golden Career Strategies. In the Career Transition Division she markets GCS's unique Outplacement Programs of individualized, customized and localized services. In the Career Development Division, she markets GCS's programs of leadership training, executive coaching, job sculpting, assessment and retention of top talent.

During Pam's 25 year career at IBM, she served as a sales, career, and balance coach as well as senior sales leader. As a professional coach, Pam coached her team of fifteen sales representatives, individuals, and managers on topics such career choices, work/life balance, passion, leadership competencies, values-based selling, and sales productivity. Her sales leadership responsibilities included developing and maintaining executive relationships, leading IBM resources and business partners, and exceeding sales targets. Pam's IBM background includes sales, management, marketing, and administration.

Pam holds a B.A. from the University of North Carolina, Greensboro, is a Coach U Graduate, and has completed numerous Corporate Sales, Financial and Management Training programs.

Pam is a 25 year resident of Greenville and currently serves in several community and professional leadership roles including President of the Board for Greenville Family Partnership and Secretary for the Upstate SC Chapter of the International Coach Federation. Past volunteer positions include; President of the Volunteer Greenville Board, Greenville Community Planning Council, Hands on Greenville IBM Team Captain, and Church volunteer.