



Lea Macchiaroli Senior Advisor

Lea Macchiaroli is a seasoned operator and consultant. With over 30 years of experience, Lea is a trusted advisor, interim executive, consultant, and coach bringing companies and leaders to their next level of growth. Lea is a strong communicator and relationship builder, focused on cultural diversity and teambuilding. She is an innovative problem solver with emphasis on efficiency, accountability, and cost savings.

BACKGROUND

Prior to her consulting career, Lea worked for more than 20 years in the retail, wholesale, and direct marketing industry holding key positions in merchandising, product development, design, operations, and supply chain at Gap, Banana Republic, J. Crew, AHG, Liz Claiborne among others. Lea's consulting work has included business optimization, turnaround, operational assessment and quick hits, process re-design, change management, and strategy development/execution in brand, product, marketing, creative design, manufacturing, sourcing, and supply chain for a wide variety of product types and companies, large and small, as well as with private equity firms and investment banks for diligence and integration work. In addition, Lea chairs a Vistage CEO Peer Advisory group in Rhode Island, facilitating and coaching CEOs of small to medium sized companies in various industries.

Her consulting and coaching focus is on growth, both in the business as well as for leaders and teams. Lea works with many disruptors in the industry as well as established and growing companies. Focus on customer centricity and how to not only hear the customer but to increase share of wallet is a key focus in our demanding and volatile consumer market. Best use of channels and focus on the ROI of investment, implementing KPIs that are specific to her client's needs, and implementing processes that are clear to all and instill accountability are cornerstones of her work. And not to be forgotten – company culture; Lea helps clients focus on not only building their culture or transforming it, but to also reinforce it with behaviors and actions.

OUTSIDE THE OFFICE

Lea is an avid boater and beach-goer and takes every opportunity to travel to discover and learn in new places as well as to spend time with friends and family.