



## Alison (Ali) Farquhar



Ali Farquhar, Principal of GTL Coaching & Consulting, is a Boston-based, internationally experienced, Executive Coach who helps senior executives in the life sciences industry increase their leadership impact. Client companies are primarily venture-funded, early- to mid-stage, biotech companies undergoing rapid growth. Clients span the spectrum of functions and include CEO, CSO, CMO, CTO, CFO, CBO, CCO, and General Counsel, as well as leaders in Corporate Relations, Clinical Development, Clinical Operations, Research, CMC, Quality, Translational Medicine, and Marketing.

A trusted thinking partner, Ali combines analytical acumen with warm human intelligence to work through the strategic and interpersonal priorities facing clients. She helps executives process challenging feedback, clarify objectives, define the gaps they want to close, test assumptions, try out new perspectives, and learn to lead with greater confidence despite the pressure of high stakes and uncertainty. In sum, Ali helps executives focus on doing the right things well, while leaving a constructive interpersonal wake in the process.

In addition to her client work, Ali coaches global leaders attending MIT Sloan School of Management's advanced management programs, helping participants translate classroom learning into applied practice in their organizations. Earlier in her career as a management consultant, she co-developed strategic projects in Fortune 50 to mid-sized corporations in a range of industry sectors. At INSEAD, as a Research Associate in the Department of Strategy and then the Department of Organizational Behavior, she conducted research into success and failure in international mergers and acquisitions, and also into best practices in international human resource management, collaborating on two books and co-authoring several case studies for use in MBA and Executive Education programs.

Ali also spent a number of years as Board Member/Board Chair of a variety of non-profit, community, and education-related organizations while raising three children and managing some family health challenges. She was known community-wide for insightful leadership, influence without authority, building alliances, and getting the job done in situations with multiple concerned parties and high emotional stakes.

Ali holds a BA with 1<sup>st</sup> Class Honors from Exeter University in the UK, an MBA from INSEAD, France, and several Executive Coaching certifications. Outside of work, she contributes to non-profit causes in the domains of mental health, special education, and the mentoring and advancement of women in STEM careers. She lives near Boston with her husband – together, they love time spent with their adult children, travel, the arts, bike vacations, and most of all, animated conversation with friends over a glass or two of good, red wine.