

DENISSE VEGA



Denisse Vega is a transformational leadership coach and innovator with a multifaceted career that spans over two decades. It began with hands-on experience in various roles, including cyber-security systems engineering, project management, and directorial positions in software development services outsourcing.

Today, Denisse brings her expertise to the realm of coaching, serving as a coach, speaker, and author. She is passionate about fostering leadership and team development in organizations of all sizes and partners with senior executives to build high-performing leaders, teams, and organizations, with a philosophy around leadership that creates environments that engage, challenge, and nurture people, resulting in world-class service and exceptional customer experiences.

As an Executive Coach, Denisse specializes in helping leaders achieve breakthrough personal and professional goals. Her approach encourages leaders to step back from the day-to-day rush and engage in critical and reflective thinking. By doing so, her coaching clients gain greater self-awareness, set and achieve meaningful goals, overcome limitations, and refine their communication skills for greater influence and interpersonal success.

Denisse has a track record of insightful presentations on a wide range of topics, from technology and stress management to teamwork and leadership. Her diverse background, complemented by certifications and degrees in information security, coaching, Agile Methodologies, project management, and more, equips her to offer creative and tailored approaches.

A member of different professional organizations such as the ICF and Coactive Training Institute, Denisse holds degrees from the Universidad de Deusto in Spain and the Instituto Tecnológico y de Estudios Superiores de Monterrey in Mexico.

Denisse is known for her ability to connect with people on a global scale, thanks to her fluency in both English and Spanish. Her unique combination of technical skills and human-centered coaching places her in an exceptional position to address the pressing needs of humans facing challenges in life-work integration, team accountability, meeting deadlines, and team motivation.

Denisse Vega's career is a testament to her commitment to continuous learning, innovative problem-solving, and a client-centered approach. She is dedicated to unlocking the full potential of teams and organizations, helping them navigate the complexities of the modern business landscape and achieve their goals.

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TGA

UET United Electronic Technology

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REPRESENTATIVE ASSIGNMENTS

CEO/Owner – Client was a person who had been running his organization for several years, not being able to think strategically nor empower his C-Suite. He was viewed as a good leader yet lacked vision setting, and he constantly fell into micromanagement practices with low interpersonal skills. His 360° feedback assessment revealed a high tendency toward reactivity and task-oriented approaches and less toward relationships. Denisse worked with the client around building a strong sense of vision, identifying what was important for the organization and himself. They also focused on his interactions with others, working to develop trust, build effective relationships, and understand the importance of emotional regulation. The client was able to grow the organization, as well as to focus C-Suite efforts, bringing all the company into the same vision. The company increased their revenue by more than 60%, even when the market was going into a depression given the political situation of the country, and at the same time kept all employees happy and thriving at their work, thereby reducing job attrition.

IT Executive – Client was newly promoted to manage different IT offices from the Latin America division of a transnational company. She had been viewed as having potential to lead the operation and make impacting decisions regarding the business systems. She was facing different challenges shifting from a single location to a broader view of the business, while keeping a safe stress level and a satisfactory work-life integration. As a result of working with Denisse, the client was able to identify priorities, manage her energy, and focus her efforts both at work and in her personal life. She gained health and peace, while the company gained a strategist that grew herself and her team both personally and professionally.

HR Business Partner – Client was in a leadership role where they were expected to bring a business-view and strategic thinking, in order to move the human side of the organization into a culture that was more people-centered. Coming from an operational-oriented role, the client was struggling to become more strategic, as well as to work effectively with others from different areas. During their work with Denisse, the client identified different ways to increase their influence radar, thereby benefiting the organization. They expanded and created meaningful relationships with others that triggered growth and harmony between different departments, resulting in more efficient yearly planning and team alignment.

Sales Leader – Client was a young multicultural expat working for a recently founded services company in the sales area. He was recently promoted and needed to develop self-assurance and increase sales, while adapting to a new culture and language. The main focus of the coaching process was on communication skills and self-awareness. Denisse worked with this client to help him identify the sabotaging voices that were getting in his way, deepen his understanding of circles of control and influence, effectively define metrics that really matter, and focus on relationship building for a sales process and for defining success across the organization. When the coaching ended, goals were defined and efforts were focused, and the organization increased its sales more than 34% in the quarter that the sessions finished and doubled its revenue in the following 6 months.