

MARCY STOUTD

CHIEF EXECUTIVE OFFICER



✉ marcy@revelcoach.com

📍 Ponte Vedra Beach, Florida, United States

🌐 [linkedin.com/in/marcy-stoudt-59469a2](https://www.linkedin.com/in/marcy-stoudt-59469a2)

SKILLS

- Leadership
- Strategic Planning
- Business Development
- Customer Experience
- Program Management
- Human Capital Management
- High Performance Teams

EDUCATION

BA, COMMUNICATIONS, SPANISH

Denison University Bachelor of Arts
1990 - 1994

HONORS AND AWARDS

Baltimore's Top 40 Under 40

Baltimore Business Journal Sep 2004

Baptist Medical Center South

Board of Directors 2021 - Present

YMCA Tiger Academy

Board of Directors 2018 - Present

Ponte Vedra Womens Civic Alliance

Board of Directors 2017-2020

SUMMARY

Marcy Stoudt, CEO Revel Coach, is passionate about developing leaders, bringing teams together, and creating a work environment where people thrive. Her company works with a variety of clients to provide Executive, Business & Career coaching services. For the past 25 years, she has worked with hundreds of women and executives and has coached, taught, and inspired results through confidence and balance. Based on the knowledge that there is no better time than NOW for women to be successful as executives and mothers, Marcy leads Revel Coach programs that are dedicated to Women in Leadership.

EXPERIENCE

REVEL COACH

2018 - Present

Chief Executive Officer

Consulting: Marcy's work with clients uniquely blends the disciplines of business consulting, executive coaching, sales leadership, and mentorship. As a consultant with specific customers, Marcy works with C-Suite executives to support company strategies, including human capital management, sales leadership, succession planning, and customer experience. Her work includes implementing strategic programs to accelerate culture alignment and revenue growth.

Executive Coaching: Marcy launched the program Nest By Revel, a virtual wellness & professional development center, to further the impact of her coaching clients. The members in this program are assigned an executive coach and follow a 6-month roadmap to take action, break the habit of negative self-talk, make connections, and grow professionally and personally. Included in the membership is access to niche advisors and tailored workshops for Women in the C-Suite, New Mothers (Pregnancy - 1 year old), and Women in Sales.

ALLEGIS GROUP

1994 - 2016

Executive Director, Division MarketSource Inc.

2013 - 2016

Lead the Customer Experience Strategy for the 1540 Target locations that outsourced their Mobile departments to MarketSource. The role required on-going executive-level relationships for leaders at Target, Apple & MarketSource in order to implement the strategy. Established a nationwide, repeatable G.R.E.A.T. customer engagement strategy that involved all departments supporting the TargetMobile program. Designed and implemented a Voice of the Customer program for Target Mobile that used the Net Promoter Score. Designed and implemented a unique mystery shopping program in order to monitor competitors, Target Mobile processes, and the success of special in-store events. Created and presented research findings and shared results with MarketSource and Target executives, as well as with partners like Apple. Used research insights

Executive Director of Branch Operations, Division TEKsystems

2010 - 2013

Managed office P&L for the Jacksonville, FL market. Responsibilities included hiring and performance management of employees, conducting market needs assessments, building executive level relationships with top customers, motivating teams through recognition programs and implementing corporate priorities.

Vice President of Strategy and Marketing, Division TEKsystems

2005 - 2009

Responsible for marketing and company strategy for TEKsystems, a \$2.7 billion IT services company. Lead cross-functional teams including Strategy Operations, Creative Marketing, Market Research, and National RFP to define, create, and implement winning strategies that supported TEKsystems corporate goals and objectives. Conducted market segmentation studies and analyzed market trends to recommend annual operational priorities and long-term strategic priorities. Developed a comprehensive customer satisfaction program to obtain tangible insight into the company's performance on key priorities.

Regional Vice President of Sales, Division TEKsystems

2001 - 2005

Led the Southeast Regional sales and leadership team and achieved 4 consecutive years' revenue goals at a CAGR of 18% with an average of \$320 million annual sales. Demonstrated ability to grow and drive business through market research, sales strategies, and internal opportunities through plans that yielded desired results. Proven success in managing leaders through succession planning and effective performance management programs. Ensured the stability and continuity of high-quality employees through Succession Planning, Leadership Management, and the facilitation of successful Training and Development Programs for over 350 employees; including 19 Directors and their staff.

Director Of Branch Operations, Division TEKsystems

1996 - 2001

Managed office P&L in the markets of Philadelphia, PA (1996-1999), Orange County, CA (1999-2000) & Baltimore, MD (2001). Responsibilities included hiring and performance management of employees, conducting market needs assessments, building executive-level relationships with top customers, motivating teams through recognition programs, and implementing corporate priorities.

Sales Manager and Recruiter, Division TEKsystems

1994 - 1996

Entry level recruiting position. Hired to find IT Talent in the DC Market. Promoted to sales manager responsible for expanding business with AT&T and MetLife in 12 new cities and increase revenue to 328%. Secured the preferred vendor status with companies such as Aetna/USHC, Smith Kline Beecham, Bristol Myer Squibb, and Cigna.