



Roberto Giannicola

Coach / Facilitator

Roberto teaches how to lead with heart.

Bringing a multicultural perspective, a sense of ease, and an extensive corporate background, he helps technical-minded people gain self-awareness and achieve fulfillment.

Clients appreciate Roberto's ability to:

- Facilitates self-growth
- Build emotional intelligence
- Take a holistic perspective
- Help clients identify and overcome core challenges
- Achieve meaningful results by aligning needs and values with work

Areas of expertise:

- Aspiring leaders and established executives
- The transition from expert to leader
- Group training programs that promote a culture of peer coaching and collaboration
- The challenges faced by technical-minded people
- High-tech, bio-tech and banking industries

More about Roberto

An Italian born and raised in the French Alps of Switzerland before moving to the San Francisco Bay Area, Roberto has a Bachelor's degree in Business from Switzerland. He is a Certified Professional Coach through iPEC Coaching, a member of the International Coaching Federation (PCC), and a Certified Energy Leadership Index – Attitudinal Assessment Master Practitioner. He is also a Certified Effective Facilitator through Leadership Strategies and Dale Carnegie, and is certified in the Leadership Circle Profile 360 and The 5 Behaviors of a Cohesive Team - DiSC. Roberto has volunteered in medical missions in Africa and Asia. He enjoys hiking in solitude, adventurous motorcycle rides and relaxing his mind, while painting.

client testimonials

Roberto is very knowledgeable about leadership and is a good teacher. He is patient and relaxed but didn't hesitate to dig into areas where I was inexperienced, to help me develop a toolbox for how to approach being a leader. He helped me clarify what my role should be as a leader and what I should expect from the people around me so we can set expectations, start reducing stress and grow together.

All the leadership training I've had prior to this was on-the-job, trial and error. I knew there was a lot for me to learn about how to effectively lead. Working with Roberto has helped fill in the gaps in a very targeted way with valuable coaching feedback, as I worked through problem areas. Specifically, using a coaching model to ask questions of my direct reports and enable them to become more independent as well as asking questions at the start of conversations that could become confrontational, to get a clear understanding of everyone's goals.

I'm thankful to have had the opportunity to work with Roberto and develop as a leader.

– Brian Campbell, Lead Animator - Epic Games

Roberto challenged me and helped me reflect on my thoughts and answers. He has a knack for getting me to open up, and I never felt judged. I really appreciate his style, and he has a good balance of praising me while gently guiding me to different conclusions. He helped me understand how to praise effectively, how to deliver negative feedback in a direct but genuine way, and how to think about my team with a bigger-picture lens. I am so grateful for Roberto. This program and his guidance, it has truly made the biggest impact on my leadership skills in my entire career.

– Julia Darton, Sales Director - Yelp

What Roberto is truly gifted at is bringing out the best in people as a Professional Development coach. He is great at helping people recognize their potential and using his skills to unleash their hidden talent. Roberto is also a whiz at team building. He can get team members to overcome their differences, foster better relationships with one another, and work collaboratively despite their differences. Roberto is a natural leader and an outside-the-box thinker who is passionate about what he does, and an asset to any team he is on.

– Carol J., Senior Technical Writer - Salesforce

client list

