

# JOSET WRIGHT-LACY, J.D., CPC

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## RESULTS ORIENTED BUSINESS LEADER, CONSULTANT AND COACH

CHANGE MANAGEMENT / STRATEGIC PLANNING / DIVERSITY AND INCLUSION / EXPERIENCE IN MULTIPLE INDUSTRIES

- Over thirty plus years professional work experience in social service, public, corporate and nonprofit sectors in leadership roles of increasing responsibility
- Significant experience advising and counseling CEOs, C-suite leaders, board members and senior managers in legal and policy issues, risk management and governmental affairs
- Top-performing leader with experience analyzing complex business, regulatory and legal issues and implementing effective solutions
- Expertise in delivering results through effective leadership of small and large teams in numerous business environments, including delivery of successful strategic change initiatives
- Successful business leader with broad expertise developing and empowering individuals and teams to identify and deliver strategies and methods to improve productivity and service delivery
- A highly effective communicator who leverages passion, commitment to excellence, to launch, build, lead and implement effective business strategies.

## CORE COMPETENCIES

- *Strategy Planning and Implementation*
- *Developing Standards and Best Practices*
- *Implementing Effective Cost Reduction Strategies*
- *Organizational Development*
- *Leadership Development*
- *Diversity and Inclusion*
- *Stakeholder Management*
- *Coaching and Mentoring*
- *Change Management*

## PROFESSIONAL HISTORY

### 2017 TO PRESENT: WAYPOINT STRATEGIES LLC, RALEIGH, NC

#### FOUNDER AND CEO

Pioneered the launch and continued management of this consulting and executive coaching firm, dedicated to serving as a trusted advisor and subject matter expert to clients seeking leadership development and coaching, enabling the evolution of capacity-building strategies and strategic plans to collaborate with diverse businesses.

- Serves as the architect of innovative and effective strategies that empower clients to take their careers to the next level in the Legal, Corporate, and Nonprofit verticals, rising to meet the challenges of leadership roles.
- Partners directly with business owners, identifying opportunities to overcome roadblocks that have impacted the forward progress of personnel and business growth; assists in the development and implementation of strategies that drive sustainable business growth.
- Works with results-driven organizations on strategic planning, change management, team building and diversity initiatives.

### 2010 TO 2017: NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL, NEW YORK, NY

#### PRESIDENT

Led vision, strategy, and execution for all facets of this \$15MM organization that advances business opportunities for certified MBEs (minority business enterprises) and fosters connections with corporate members, working in concert with the Board of Directors.

Outstanding results, expanding the membership by 10% and strengthening relationships with corporate members, some of which accrued over \$1B in business dealings with MBEs and WBEs.

Led the development and implementation of the organization's first performance metrics for the NMSDC affiliate network.

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## **2007 TO 2010: ORCHARD VILLAGE, SKOKIE, IL EXECUTIVE DIRECTOR (2008 TO 2010)**

A demonstrated record of success and achievement at this \$7MM social services agency that provides residential and in-home services to children and adults with developmental disabilities, marked by a promotion to a position of increased influence, authority, and accountability. As Executive Director, led all vision, strategy, and execution for all facets of operations, with authority over facility staff members, policy implementation, and financial affairs that included the formulation of the annual budget.

- Initiated a strategic planning process with the board of directors.

## **2004 TO 2007: THE HOLLINS GROUP, CHICAGO, IL VICE PRESIDENT AND SENIOR MANAGING DIRECTOR**

Excelled in business development in a leadership role at this executive search firm, securing a client list that included Pitney Bowes, the Ford Foundation, University of Pittsburgh Medical Center, and the University of Virginia.

- Recognized for establishing the necessary corporate infrastructure to take the business to higher levels of growth and profitability.

### **Early Career**

Following the merger of SBC Communications Inc. with Ameritech Corporation, she was named President, SBC Illinois where she was responsible for the company's regulatory, legislative, government and external affairs activities for the State of Illinois.

She has also held senior level positions as, Vice President & General Counsel, Indiana Bell (Indianapolis, IN), Vice President and General Counsel, Ameritech Enhanced Business Services, (Chicago, IL.), Vice President of Procurement and Property Services, Ameritech Corporation, with responsibility for \$6B in procurement activity and a 100M square foot real estate portfolio and a staff of 1600 (Chicago, IL.), Deputy Prosecuting Attorney, Marion County Prosecutor's Office, Indianapolis, Indiana

## **EDUCATION & PROFESSIONAL CERTIFICATIONS**

GEORGETOWN UNIVERSITY LAW CENTER

**Juris Doctor**

DENISON UNIVERSITY

**Bachelor of Arts in Sociology**

THE CENTER FOR COACHING CERTIFICATION

**Professional Coach Certification**