



WHIT RAYMOND | CFR

Whit is a high impact strategic advisor and coach to senior executives and teams. For over 30 years he has advised and facilitated executive groups where consensus, shared focus and collective commitment are necessary to achieve stretch objectives.

Whit was Director of Organization Development at Merrill Lynch for both the corporate and retail units. He implemented initiatives in sales, marketing, technology, operations, finance, risk management and new product development. Whit designed and led the firm's executive coaching program.

Whit was Managing Director of the Professional Development Institute for US Wealth Advisory business at BlackRock Financial. At BlackRock concentrated on: increasing sales effectiveness through advisory partnerships; increasing performance of sales teams; cultivating a coaching culture among sales managers; and, aligning business channels on development strategy. He also provided direct Executive Coaching to senior executive, sale leaders, and sales professionals.

Whit has a bachelor's degree in Religion and Pre-Med from Bowdoin College and a Masters in Counseling Psychology from Lesley University.