



Betsy Blee

With more than 15 years of sales experience, 20 years in the field of learning and development, and a stellar military career, Betsy Blee, a Consulting Partner with The Ken Blanchard Companies®, offers real-life experience and a professional and energetic presentation style that engages her audience. She brings a deft mix of passion and compassion to every training initiative, and she aspires to help people achieve their highest potential and enjoy success beyond what they believed possible.

While in the United States Marine Corps, Lieutenant Colonel Blee held the distinction of being the first woman to command a reserve unit. Upon retirement from the military, she used her leadership skills in a successful career in the pharmaceutical industry. She trained salespeople; led a winning sales team; and as Senior Director, Group Leader of Leadership Education and Development at Pfizer Inc., led her department to earn significant internal acknowledgment. She earned external recognition in the Linkage Best Practices for excellent learning strategy, design, development, and delivery, and made significant contributions to Pfizer's distinction as *Training* magazine's top training company for two consecutive years.

Betsy's certifications include SLII®, First-time Manager, Self Leadership, Building Trust, and Team Leadership. She is qualified to interpret the Leadership Action Profile, Myers-Briggs Type Indicator®, and Bar-On Emotional Quotient Inventory (EQ i).

Betsy holds a Bachelor of Science degree in Physical Education from the University of North Carolina at Greensboro, and a Master's in Business Administration from Webster University. She has been a guest instructor at Fordham University's Graduate School of Social Service in Tarrytown, New York, and at Teachers College, Columbia University.

Betsy was an active member of the United States Coast Guard (USCG) Auxiliary, and is a USCG Licensed Master. She is the founder of Captain Betsy Boat Charters, LLC, providing legendary service and creating memories along the waters of southeastern North Carolina.

Industries

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- Insurance
- Maritime
- Pharmaceuticals
- Utilities
- Water Transportation