

Eileen Woods

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Eileen Woods, a founding partner of Agentive, has over 20 years of performance consulting, general management, sales management, training, and sales experience in the health care industry.



Prior to starting Agentive in 2001, Eileen held positions as General Manager for both Critical Care America and HealthInfusion in Atlanta.

She spent five successful years at C.R. Bard where she held positions as Director of Training and Telesales and then Regional Manager for the Southeast Division. She began her career with Boehringer Mannheim Diagnostics (now part of Roche Pharmaceuticals) as a territory manager. She was then promoted to Manager of Sales Training, and finally to Product Manager for Patient Education for the Diabetes product group.

In addition to her work with Agentive, Eileen was hired as a consultant by the Gallup Organization to assist Benson Smith, author of "Discover Your Sales Strengths," in creating a popular seminar based on the concepts in the book. In 2004, Eileen became one of the first independent coaches certified to do Gallup strengths coaching.

In late 2006 Benson Smith launched the Sales Research Group and created a host of products that increase employee and customer engagement, including the SRG Talent Profiler ®. Eileen began collaborating with SRG because clients have found the SRG products to be much more application focused than other assessments on the market.

Over the last 3 years Eileen has coached over 500 executives on how to develop and leverage their strengths to increase productivity as well as employee engagement. In addition she has spent a great deal of time with sales teams helping them leverage their talents to create "attached" customers, the greatest predictor of a company's financial success. Her programs consist of interactive classroom sessions combined with

individual one on one coaching. Participants give her high marks for the level of customization she provides and the individualized approach to instruction. Everyone brings their individual talents to the program and that allows Eileen to customize the material right down to the individual.

Since 2001, Eileen has been actively involved in the Healthcare Businesswomen's Association. She has served as the Atlanta chapter President and most recently on the Global Board of Directors as Director of Talent Development and Member Communications.

Eileen resides in Atlanta, Georgia with her husband, Mark, and sixteen year old son, Patrick.