



David B. Sarnoff, Esq.

David B. Sarnoff, Esq., is an executive coach and leadership trainer with Loeb Leadership. As a former attorney, experienced executive search consultant, business owner, and former board of education president, David is uniquely qualified and experienced to understand the mindset, demands and challenges of corporate executives, managers and individual contributors.

David is an effective speaker and connects with his audience on a personal level. He focuses on facilitating opportunities for his clients' development and awareness to elevate their leadership capabilities while addressing other challenges to professional growth. He has presented on numerous topics to a variety of organizations. These topics include, emotional intelligence, leadership skills, workplace conflict, corporate culture, shared mission, presentation skills and interviewing skills, among others.

David utilizes his strengths as a leadership coach to elevate the professional performance, mindset, emotional intelligence, soft skills, leadership potential and team building skills of his clients. He also counsels high potentials and performers around business development, executive presence, marketing and presentation skills and establishing internal and external networks.

Additionally, David served on the Fort Lee Board of Education for several years and presided as Board President for three consecutive years. In 2015, he received the Archie Hay Award for distinguished service and leadership from the Bergen County School Boards Association. In 2018, David achieved the high level of Certified Master Board Member from the NJ School Boards Association (NJSBA). He serves on the NJSBA Mental Health Task Force. He also serves on the Advisory Committee to the New Jersey Association of School Resource Officers (NJASRO).

In addition to being a sought-after coach, David has presented at chamber of commerce, NJ School Boards Association and bar association events.

Representative coaching engagements include:

- Coached a Chief Human Resources Officer to enhance leadership skills and relationship building while adopting a strategic mind set.
- Coached an assistant General Counsel at financial services company to improve leadership skills, time management and gaining clarity on career goals.
- Coached a hedge fund executive to increase self-awareness, emotional intelligence skills, conflict resolution and effective communication.
- Coached a law firm partner to strengthen communication skills to better manage and inspire direct reports, strengthen leadership skills, refine and execute on a business development plan.
- Coached a law firm partner to improve networking skills and nurture client relationships.

Education:

- Baruch College, Zicklin School of Business, iCoach New York, Professional Coaching Program, Executive Coaching, Certificate
- Rutgers University Law School, JD, Dean's List
- Hofstra University, BA, *cum laude*, Social Sciences

Certifications:

- EQi 2.0 and EQi 360 (Emotional Intelligence)
- Trained in the Leadership Practices Inventory Assessment ("LPI") and LPI 360

Other Experience:

David has authored and co-authored several articles including:

- Who Really Performs Better: The Perfectionist or the High Achiever, February 10, 2019
- The Generational Disconnect Between Law Firm Partners & Associates, December 2, 2018
- Is Your Law Firm One Bus-Hit Away From Chaos?, September 27, 2018
- Are You Ready For Some Feedback? June 19, 2018
- Why Law Firms Need Executive Coaches Now More Than Ever, May 12, 2018
- The True Grit of a Summer Associate, April 30, 2018
- Soft Skills are Vital in an Ever-Changing Tech-Driven World, January 3, 2018
- Buckle Up, Speed is Coming: The Urgency of Adaptability, November 14, 2017
- Exploring Non-Traditional Attorney Positions. How Bob Boland Became the Athletic Integrity Officer of Penn State University, October 6, 2017