

Beth Matteotti

Team Effectiveness Consultant

Summary

Founder of firm with expertise in building high performing virtual teams to create both business and organizational growth. My open yet focused style supports corporate and federal government clients in exceeding their immediate goals while making changes for long-term sustainable results. Specialties: Virtual Teaming

Experience

President at Beth Matteotti & Associates, Inc.

September 2004 - Present (11 years 4 months)

High performance team consulting, with expertise in helping virtual teams collaborate better across differences in time and space.

VP Customer Team at Campbell Soup Company

April 1996 - August 2004 (8 years 5 months)

Grew sales and share of Campbell business with national wholesalers and retailers. Coached large team to provide leadership to key customers, while instilling highly collaborative team processes and values. Part of team that led transition to national broker selling system. Built processes, training and tools to switch from direct sales to broker sales force.

Account Executive at Procter & Gamble

June 1990 - April 1996 (5 years 11 months)

Team Leader, Manufacturing at Procter & Gamble

1986 - 1990 (4 years)

Skills & Expertise

Consumer Products

Cross-functional Team Leadership

Team Building

Coaching

Organizational Development

Leadership Development

Virtual Teams

Distributed Team Management

Training

Direct Sales

Team Leadership
Leadership
New Business Development
Workshop Facilitation
Management
Talent Management
Consulting
Negotiation
Business Process Improvement
Strategy
Marketing Strategy
Selling
Retail
Process Improvement
Sales

Education

University of Missouri-Columbia

Bachelor of Science (BS), Industrial Engineering, 1982 - 1986

University of Missouri-Columbia

BS - Industrial Engineering, Industrial Engineering

Beth Matteotti

Team Effectiveness Consultant



1 person has recommended Beth

"Beth is one of the best Managers I have ever worked for in my career, rather she is the BEST. She took much interest in your career development, from providing coaching, pushing you in the right direction, allowing you to take an active or leadership role in a business project (always there to give you a gentle nudge if necessary) and was quick to give recognition on a job well done. Much of my management style today was a direct result of everything I learned from her, from Shared Leadership to utilizing the talent of your collective Team. I would HIGHLY RECOMMEND Beth and hope that others have the opportunity to work with her."

— **Paul B.**, reported to Beth at Campbell Soup Company

[Contact Beth on LinkedIn](#)