



Rob Williams

CHIEF GROWTH OFFICER & PARTNER

"When Rob Williams walks into the room, the energy changes. He brings the best out of people through a conscious balance of encouragement, challenge, curiosity, and when needed, a dose of humor. Rob is not your typical 'executive coach.' He's an experienced business minded leader who has been in your seat. He sees the patterns, he knows people, and he won't let you settle for mediocre. Don't work with Rob until you are ready to make real progress and execute. He's dynamite!"

- Daniel Anstandig, CEO, FUTURI MEDIA

AT-A-GLANCE

- **INDUSTRY EXPERIENCE:** Media & Broadcasting | Private Equity | Family Business | Technology | Financial Services | Consumer Goods | Real-Estate Development | Software | Private Aviation
- Over **25 years of executive leadership** experience
- **Senior Executive of Clear Channel Radio** (now iHeartMedia), **Senior Vice President at Townsquare Media**
- Credentialed Professional Executive Coach from **Columbia University's** Coaching Certification Program.
- **Tulane University**, B.A. with Honors
- Regularly engages in **thought leadership**, sharing insights on leadership development and organizational growth.
- **Endurance athlete & avid golfer**
- **Guardian Revival's Athlete Hall of Fame** dedicated to improving mental health of veterans & first responders
- Married for 35 years, four grown children

Rob Williams is a highly accomplished executive coach and growth strategist with over 25 years of leadership experience. As Partner and Chief Growth Officer at AO People Partners, Rob draws on a distinguished career to help leaders unlock their potential and drive transformative growth for their organizations.

Rob held a series of senior leadership roles at Clear Channel Radio (now iHeart Media), culminating in his leadership of the company's largest revenue and profit region, including the New York market. Under his management, Rob oversaw \$540 million in annual revenue, earning accolades such as Clear Channel's Executive of the Year and recognition from industry trades as one of the best managers in radio. He later served as Senior Vice President at Townsquare Media, where he successfully built a high-performing sales team and innovated the company's revenue strategies.

Rob's coaching philosophy emphasizes authenticity, compassion, transparency, and a deep commitment to team success. He excels at helping leaders understand their unique strengths, align their actions with their mission, and articulate compelling visions for their teams. His approach guides clients through self-discovery and inquiry, raising their performance and overall effectiveness.

With a proven track record of empowering leaders to thrive in dynamic environments, Rob Williams continues to be a trusted partner to those seeking to elevate their leadership impact and organizational success.

