



EXECUTIVE LEADERSHIP COACH

CLIENT TESTMONIAL

"Steve knows how to ask the right questions that allow you to delve into your thoughts, beliefs, goals, and background to arrive at your own answers. I always felt very supported by him and truly enjoyed every single one of our coaching sessions. Steve's evidence-based approach is very goal-oriented, and I could see how it always came back to my goal and what was most important to me at the end of each session. Overall, his approach facilitated my ability to identify my strengths and equipped me with a more structured and prepared mindset to tackle diverse situations." — **Sr. Marketing Director, Enterprise Software**

CONTACT INFO

[linkedin.com/in/steve-cafiero-677b74/](https://www.linkedin.com/in/steve-cafiero-677b74/)

scafiero@tideshiftpartners.com

203 722 0867

Steve Cafiero, M.B.A.

PROFESSIONAL BACKGROUND

Steve Cafiero is the Founder and Managing Partner of TideShift Partners and an Executive Leadership Coach with Mariposa Leadership, Inc. Steve is a seasoned executive and leadership coach with broad expertise across the software, technology research, and financial services sectors. With a background encompassing executive partner, managing director, and sales executive roles, Steve brings extensive experience in sales, sales management, and customer success to his coaching practice. He has collaborated with a diverse range of clients, from early-career, high-potential individuals to seasoned executives.

Steve assists his clients in identifying their unique strengths and areas for development, all while emphasizing life balance and alignment with personal values. His executive coaching is marked by a commitment to trust, openness, active listening, and direct communication, enabling clients to grow while staying true to their authentic selves.

APPROACH + SPECIALTIES

Steve helps his clients address a variety of executive leadership challenges:

- Strategic influence: enhancing cross-functional collaboration
- Executive presence: developing gravitas with grace
- Career advancement: navigating transitions and promotions
- Team development: scaling culture and performance
- Interview preparation: sharpening presentation and authentic connection
- Resilience building: managing energy rather than just time

CLIENTS

Over the years, Steve has worked with executives from major corporations including SAP, AT&T, Gartner, Forrester, Calvin Klein, VMware, Broadcom, AETNA, UBS, and several privately held companies.

EDUCATION + CERTIFICATIONS

- Certified Coach, Solution Focused Coaching, Erikson Coaching International
- Certified SAP Coach, Coaching Skills 2021, SAP Global Coaching
- M.B.A., Information Technology, Pace University, Lubin School of Business
- B.S., Business Economics, State University of New York at Oswego

PERSONAL TIDBIT

People describe Steve as a thoughtful listener who creates safe spaces for exploration while maintaining high accountability. His practical approach transforms overwhelm into focused action, combining analytical thinking with genuine empathy. Beyond his coaching practice, he puts his musical talents as a lifelong guitar player to work by volunteering at charity concerts and community events, while his commitment to service also led to his role on the Board of Trustees for the Wilton Historical Society. Steve brings this same dedication to his community involvement as he does to his executive coaching relationships, believing that meaningful connection is essential in all aspects of life.

Based in Connecticut, Steve can be found hiking with his wife, relishing a great bike ride, playing golf with friends, or spending time with his grown children.