



## Stephanie Chung

AUTHOR · BUSINESS LEADER

Former Chief Growth Officer, Wheels Up



[VISIT STEPHANIE'S WEBSITE](#)

### About:

- **Gender:** Female
- **Nationality:** United States
- **Languages:** English
- **Travels from:** United States

### Engagement Types:

- Speaking

### Biography Highlights

- A trailblazing voice, Stephanie Chung empowers corporate, sales, and women leaders to reach new heights through powerful personal stories, lessons learned, and proven strategies from her decades-long career.

### Biography

Stephanie Chung is not just an author; she's a force of strategic innovation, a beacon of change, and a titan in the world of business growth and human capital management. With over 30 years of experience, Stephanie has cultivated a reputation for turning challenges into opportunities, and transforming growing businesses into thriving hubs of success.

As a former Chief Growth Officer for Wheels Up, Stephanie spearheaded a growth strategy that not only elevated revenues but also fostered market expansion, resulting in a significant increase in diverse membership. Prior to her tenure at Wheels Up, Stephanie blazed trails as the first African American to helm a private jet company, JetSuite. Under her visionary leadership, JetSuite evolved from a mere service provider to a symbol of luxury and excellence, garnering accolades such as being named one of the Best Places To Work by the Human Rights Campaign and Dallas Business Journal's 100 Fastest Growing Private Companies. Stephanie's

### Topics:

- Brand Strategy
- Business Model Innovation
- Business Strategy & Growth
- Cultural Intelligence
- Customer Experience & Marketing
- Customer Loyalty & Retention
- DEI (Diversity, Equity & Inclusion)
- Leadership & Management
- Mindfulness & Resilience
- Motivation and Inspiration
- Personal Development

### Websites:

- [Personal Website](#)

illustrious career also includes pivotal roles at American Airlines, Flexjet, and Bombardier Aerospace, where she engineered revenue generation strategies that achieved remarkable success.

Stephanie's impact extends far beyond the boardroom—beyond her professional achievements, she is a dedicated advocate, serving on the Make-A-Wish Board and the Advisory Council for the National Business Aviation Association. She is a member of Business Executives for National Security (BENS), collaborating with senior national security leaders to address complex challenges facing the nation. These achievements and more have earned her recognition as one of Adweek's "Women Trailblazers", Ebony's Power 100, and Robb Report's "23 Black Visionaries Who are Changing the Luxury World." She has been celebrated in publications such as *Forbes*, *Barrons*, *Worth*, *Essence*, *D CEO Magazine*, and her insights have graced the pages of *Inc.* and *Black Enterprise Magazine*.

A captivating keynote speaker, Stephanie's influence transcends borders. Her work has been translated into 60 different languages. Her journey is a testament to the power of strategic thinking, resilience, and unwavering dedication to excellence.

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## Videos



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## Stephanie's Topics

**You Are The Change: Adapting Your Leadership for the Evolving Workplace & Workforce**

Covid was a great reckoning for every industry. Still, as pandemic measures have loosened up, the truth is we're not reverting to "business as usual." In fact, just the opposite. With trending headlines around "The Great Resignation" and "Quiet Quitting", the post-Covid workforce's priorities have clearly changed. The larger question is, why hasn't our leadership?

In this program, trailblazer and former Wheels Up executive Stephanie Chung boldly challenges you to think about leadership from a new perspective. With her personal stories and actionable takeaways, learn the importance of adapting your leadership to serve your team and evolve yourself to be the leader your people need.

Takeaways:

- How to start leading from ahead of the curve
- How to identify the values of your people
- How to build trust with your team
- How to level up your development & change the way you lead

**Available:** In person, Virtually

### **Trust & Rapport: The Foundation of Closing the Deal**

Good salespeople know, you must build trust if you hope to close the deal. But to build trust, you need to understand what trust is. Based on her storied career as a high-ticket sales closer, Stephanie Chung shares the foundations of closing the deal. Stephanie's trademark sales keynote pairs tried-and-true tactics from the field with innovations in brain science to help sales professionals achieve more. Through this keynote, sales pros become adept at building rapport and trust, asking targeted questions, selling through storytelling, and, most importantly, closing the deal.

Takeaways:

- Learn how the brain interprets and processes trust
- Discover Conversational Intelligence® and Neuroscience Selling
- How Neuroscience Selling and asking the right questions transforms the selling process.

**Available:** In person, Virtually

### **Be Heard: Lessons from the Climb to the Top**

As a woman of color, a wife, a mother, and a professional woman in a male-dominated industry, Stephanie Chung is no stranger to navigating the uniquely challenging climb of her professional and personal life. In this session, Stephanie pulls from the highs and lows of her own story and lessons learned. She invites women from all backgrounds and career stages to be empowered and to achieve what they've been told they couldn't - and then some.

**Available:** In person, Virtually

## Testimonials

“

Stephanie Chung is one of the most gifted leaders and communicators I have worked with during my 25 years in events. She has the ability to understand your audience, and speak directly to their felt needs on difficult leadership topics—all while communicating in a meaningful and actionable way. Behind the scenes, Stephanie is hard-working, humble, and desires to make your event a success. I highly recommend her and can't wait to work with her again soon!

“

Stephanie Chung is fantastic! Her presence and presentation helped take our Sales Kickoff up a level. Stephanie did her homework and really focused her story so as to be truly meaningful to the audience. Not only was her presentation inspiring, but she was also great to work with on the back end. Flexible, friendly, and a true force. I strongly recommend considering Stephanie for corporate events!

*Technology*

“

Stephanie engaged, inspired, and challenged our audience. Her message is refreshing and filled with many 'aww yeah' moments. Many of our attendees mentioned that they'd like to see her come back for future events. Definitely one of the industry's best!

*Education Programs*

“

Stephanie is what I call a Speaker Guarantee! Unquestionably, she will thrill your audience. She delivers outstanding content in an impactful, engaging way. She is simply excellent!

*Women's Groups*

“

Stephanie delivered a stellar presentation that moved the audience to real action as it related to increasing their sales results. Then as the moderator of a panel, she brought a tremendous amount of energy to the discussion and delivered key takeaways.

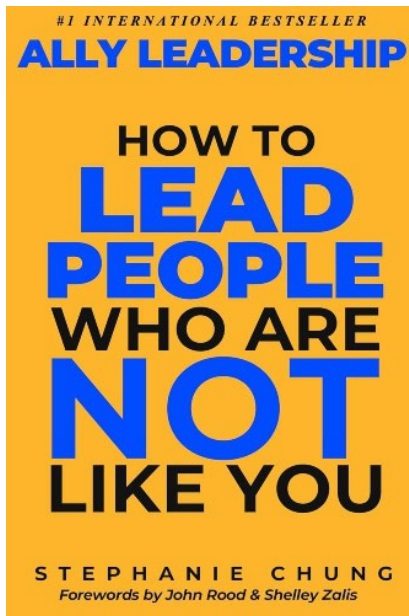
*Fraternal/Membership Organization*

“

Stephanie is one of the most inspiring speakers I've ever heard. Her amazing story and keen sales science would benefit any title of executive and any level of sales person. I enthusiastically recommend Stephanie Chung!

*Entertainment*

## Books



## Ally Leadership: How to Lead People Who Are Not Like You

Success Strategies to Lead People Who Are Not Like You. Confronting the Leadership Challenge of the Modern Era. In *Ally Leadership*, Stephanie Chung, a groundbreaking aviation executive and the first African-American president in private aviation, addresses a critical challenge facing today's leaders: leading a divergent, multi-generational workforce effectively. This book is not just about traditional leadership; it's about revolutionizing leadership practices to be more effective in a rapidly changing corporate world. This issue transcends categories of race, gender, sexual orientation, different abilities, and age - it's a universal concern that affects everyone.

[BUY THE BOOK](#)

## Speaker Bureaus And Talent Agencies

Stephanie Chung is available to book via these agencies

✔ **Recommended**



Speaking Agency