

FOUNDER · LEADERSHIP CONSULTANT · KEYNOTE SPEAKER

Hi, I'm Fabiana Godínez.

Turning AI into Effective Workflows,
Stronger Collaboration & Smarter
Decision-Making.

Leadership · Communication · Collaboration · Critical Thinking · AI Adoption

I work with technology leaders and teams who are navigating growth, change, and AI — helping them strengthen how they lead, communicate, collaborate, think critically, and make new ways of working actually work.

18 YEARS OF EXPERIENCE	14,000+ LEADERS SUPPORTED
12 COUNTRIES	1,000+ HOURS OF 1:1 EXECUTIVE COACHING

BOOK A CONVERSATION

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02 / WHERE I CREATE IMPACT

Where I create impact

Three moments when the way people lead, communicate, collaborate, and make decisions can make all the difference.

01 Technical experts stepping into leadership

I work with technical professionals making the shift from individual contributor to people leader — helping them set direction, delegate with confidence, develop others, and stop carrying every decision themselves.

THE CHALLENGE

Strong technical expertise, but limited experience leading people.

02 Teams that need stronger cross-functional collaboration

When Engineering, Product, and business are pulling in different directions, even great teams slow down. I help them clarify priorities, work through friction, and turn complex conversations into agreements and decisions.

THE CHALLENGE

Cross-functional friction, unclear ownership, and slow decision-making.

03 Organizations turning AI into new ways of working

A lot of teams already have access to AI. The harder part is figuring out how it should actually change the way people work. I help teams move from isolated experiments to clearer workflows, responsibilities, and decisions.

THE CHALLENGE

AI tools are available, but roles, workflows, expectations, and responsibilities have not evolved with them.

03 / HOW I WORK

How I work

I turn real organizational challenges into focused interventions that help people have better conversations, build stronger capabilities, make clearer decisions, and change how work gets done.

01



Shift perspectives and open the right conversations

Sometimes change starts by asking a different question. I create the space for leaders and teams to challenge assumptions, build shared language, and talk about what really needs to change.

FORMATS

- Keynotes
- Talks
- Panels
- Executive conversations

02



Build skills that change behavior

I help leaders and teams turn leadership, communication, collaboration, and critical thinking into practical behaviors they can use in the work they are already doing.

FORMATS

- Workshops
- Leadership development programs
- Executive coaching
- Learning experiences
- Team-building experiences

03



Embed change into day-to-day operations

The work cannot stop at a good conversation. We turn insights into agreements, decisions, practices, and workflows that teams can actually sustain.

FORMATS

- Consulting
- Strategic facilitation
- Team interventions
- Human-centered AI adoption

04 / RESULTS

Results I help create

01 Technical leadership

- **Technical leaders who can lead people, set direction, prioritize, delegate, and make decisions** beyond their own individual contribution.

- **Teams with greater autonomy**, clear ownership, and less dependence on constant manager involvement.

- **Performance conversations that help people grow** through clear expectations, useful feedback, and stronger accountability.

02 Communication and collaboration

- **Engineering, Product, and business aligned** around priorities, risks, and decisions so teams spend less time in friction and rework.

- **Technical and product presentations that make complexity clear**, relevant, and actionable for the people who need to understand it.

- **Communication and influence that help teams build alignment**, strengthen credibility, and move decisions forward.

03 AI adoption and change

- **Teams that move from isolated experimentation** to intentional AI adoption, with more clarity around how roles, responsibilities, and contributions are changing.

- **AI used with critical thinking and accountability**, so people know when to trust an output, when to question it, and what they still need to own.

- **AI embedded into real workflows** to speed up execution, protect quality, and reduce rework.

05 / TRACK RECORD

The experience behind my work

I understand the realities of technology organizations from the inside.

I spent 10 years working inside technology companies, so I know what it feels like to work under pressure, coordinate across functions, deliver results, and try to turn strategy into something people can actually execute.



For the past eight years, I've brought that experience into my work with technical leaders and teams — helping them lead through change, communicate more clearly, collaborate across functions, think critically, and integrate technology into the way work actually gets done.



COACHING AND RECOGNITION

Top 15 Coaches in Mexico City · 2023

In 2023, Influence Digest Media recognized me as one of Mexico City's Top 15 Coaches.

Through executive coaching, I work with leaders who need to make important decisions, navigate conversations that cannot be avoided, and lead change without losing their teams along the way.

06 / ORGANIZATIONS AND COMMUNITIES

Organizations, teams, and communities that have shaped my work

18 years of experience built alongside technology companies, global organizations, leadership teams, and professional communities.

IN-HOUSE EXPERIENCE IN TECHNOLOGY

Organizations where I built my corporate career and learned firsthand how technology businesses operate from the inside.



CLIENTS AND ORGANIZATIONS

Selected organizations that have trusted me and my team with consulting, keynotes, leadership development, executive coaching, and team interventions.



INSTITUTIONS, COMMUNITIES, AND PARTNERSHIPS

Organizations and partners I've worked with through events, founder advisory, gender equity initiatives, and community building.



07 / THE DEVELOPER LAB



The Developer Lab

From individual expertise to a repeatable methodology and a specialized team built to scale impact.

When a project needs multiple cohorts, continuity, a repeatable methodology, or a broader consulting team, I bring in The Developer Lab so we can extend the work without losing the depth or quality of the intervention.

[EXPLORE THE DEVELOPER LAB](#)

08 / LET'S TALK

Tell me what your organization is navigating.

Let's look at where leadership, communication, collaboration, critical thinking, or AI adoption is getting stuck — and figure out what would actually help move the work forward.

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