In a recent interview with Authority Magazine, Shelley Rosetta, Principal at Solomon Coyle, shared her perspectives on leadership, growth, and success in the commercial interiors industry. With over 30 years of experience across manufacturing, dealership ownership, and consulting, Shelley offers a unique blend of strategic vision, operational expertise, and passion for innovation.

Shelley reflected on her journey from sales roles at a major manufacturer to becoming Principal and Owner of a leading dealership in Kansas City. Today, at Solomon Coyle, she helps commercial furniture distributors and integrators leverage financial and operational data to drive sustainable growth.

A recurring theme throughout the interview was the power of data, peer collaboration, and continuous learning in helping leaders make confident, strategic decisions in a rapidly evolving market.

She also shared valuable lessons from her leadership experience, including the importance of fostering collaboration over isolated decision-making, the courage to innovate even when systems have long served their purpose, and the responsibility of balancing business needs with care for people during tough decisions.

Shelley outlined five key elements that she believes are essential for senior executive success:

1. Embrace Data-Driven Decision Making
2. Cultivate Emotional Intelligence
3. Foster a Culture of Continuous Learning
4. Develop Strategic Vision
5. Prioritize Effective Communication

Her insights highlight how executives can align strategy, operations, and culture to achieve long-term success and why leading with integrity, curiosity, and clarity matters more than having all the answers.

Read the Full Interview

For the full interview and to explore Shelley’s leadership philosophy in depth, visit Authority Magazine: Women Of The C-Suite: Shelley Rosetta Of Solomon Coyle On The Five Things You Need To Succeed As A Senior Executive