



## Michael Boland Consultant

Michael Boland is a leading consultant to domestic and international organizations on sales, organizational and leadership issues. His strength is in his ability to tackle issues, open minds and convert problems into opportunities. He distills complex issues into workable solutions, defining for all players where things are, what needs to be done and how to get there. Michael moves people and companies from inertia or being off track to a focused path and measurable success. Merging 25 years of experience with best current thinking, he drives and enacts positive change, and instills belief systems that convert challenges into achievements.

Michael's pragmatic, thorough and current and approaches each client and project with keen assessment skills to develop a solution, based action plan, guiding its implementation through results. He asks the tough and introspective questions that make a difference.

As a speaker, he provides a powerful delivery with sound information on sales, service, teams, quality, leadership and management, driving the audience to take action.

### Background:

- ⊗ Performance Technologies
- ⊗ Business Unit Manager for a Fortune 1000 manufacturer of laser equipment. Held global responsibilities for this multimillion dollar unit, from product conception and design to distribution and service of mature product lines. His team doubled sales worldwide in four years.
- ⊗ Partner of National Diversified Products, a successful high-tech equipment distributor.

- ⊗ Engineering Technologist, Finishes Division, R&D for Alcoa, Pittsburgh/PA. Developed a patent for the aluminum finish on the Sears Tower, Chicago

### Accomplishments:

- ⊗ Led the installation of a participative management process in a unionized steel company riddled with distrust. Customer care, quality and reengineering initiatives made a positive impact on the organization.
- ⊗ Spearheaded an organizational transformation that enabled a company to develop the sales and management strategies necessary to secure more complex and profitable sales.
- ⊗ Guided an executive management team to develop world-class leadership skills that transformed the culture into a more disciplined organization, able to execute plans with confidence.

### Speaker/Presenter:

A featured speaker at many national and international business events. Provides a powerful delivery with sound information on sales, service, teams, quality, leadership and management, driving the audience to take action. Humorously shares his personal winning strategies on leadership and sales.

### Board Service:

- ⊗ Served two terms (elected by his peers) on the Wilson Learning Agency Advisory Board.
- ⊗ Served on the Board of several Dayton, OH companies.