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ALAN KOVITZ

EXECUTIVE SUMMARY

I am uniquely positioned to work with inspired entrepreneurial leaders, having assisted those in over 70 industries for over 35 years. My youthful demeanor helps me to connect with all age groups, from Baby Boomers to Millennials. I have transitioned to working nearly exclusively on a one on one basis with the leaders of all size organizations.

PROFILE

I have been working in the Sales Development space for over 35 years, training and developing individual and group salespeople. In that time frame, I've also been responsible for the creation of thousands of Strategic Plans for small and large organizations both public and private, including those in the Not For Profit arena.

My past has also seen me lead organizations as General Manager, with total responsibilities in sales, logistics and full profitability.

In the past 10 years, my focus has been to be of service to entrepreneurs that run all size organizations. It is a certain type of leader that I most enjoy working with - those with passion and a drive that's hard to sate. I love working with risk-takers - those willing to do anything necessary to get and remain on top!

INDUSTRY EXPERTISE

- Work in over 70 Industries
- Taught Organizational Development in MBA Program

DEVELOPMENTAL COACHING EXPERTISE

- Coaching Leaders for Over 35 Years
- Been Coaching before Coaching was Cool

EXPERTISE HIGHLIGHTS

- Expertise in Sales Development
- Expertise in Strategic Planning
- Expertise in Leadership Mastery
- Expertise in Entrepreneurial Leadership

CURRENT AFFILIATIONS

- Area Success Coach with Master Networks
- Currently Chairing Multiple Mastermind Groups of Entrepreneurs
- I run the Leadership Mastery Program for the Central Delaware Chamber of Commerce

PAST AFFILIATIONS

- Past President of the Greater Kent Committee
- Past President of the Central Delaware Chamber of Commerce

EDUCATION

- BA in Business Administration from Tarkio College
- MNA in Human Resources from The Katz School of Business at the University of Pittsburgh