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## ENA DOBBERSTEIN

### EXECUTIVE SUMMARY

With over 25 years experience consulting with CEOs, CFOs, CIOs and other senior executives as well as their sales and marketing teams, I bring a wealth of this expertise to the clients with whom we contract. Working in areas such as financial improvements, sales proficiencies and coaching, business plans and Leadership skills for both short-term and long-term engagements.

### PROFILE

I am a seasoned sales and consulting executive with over 25 years business experience in banking, healthcare consulting, coaching, sales training and development as well as driving leadership skills within an organization. Focusing on the needs of an organization and/or individual assists in bringing a plan to the client that is concise, structured and will provide the growth and improvements needed for continued success. Areas where this success has been driven includes but is not limited to healthcare organizations, IT firms, government entities such as national parks, banking institutions as well as personal coaching for both adults and children.

### INDUSTRY EXPERTISE

- Healthcare - performance and financial improvements across the spectrum, business plans, sales education development and training
- Government national parks - business plan and growth potential
- IT firms - improvement plan, sales education and training
- Banking institutions - sales training and business plans

### DEVELOPMENTAL COACHING EXPERTISE

- Adult coaching - experience with adults coaching for new job preparation, personal growth, accountability
- Children and youth coaching - improvements in school performance, personal growth and accountability

### EXPERTISE HIGHLIGHTS

- Improved financial and sales performance of over 15 healthcare organizations across the country
- Sales training - developed and coached through sales training seminars for large consulting firm
- Children and youth coaching - improved school performance from D- to B+ GPA

### CURRENT AFFILIATIONS

- HFMA - Member and contributing member Healthcare Financial Management Association
- AHIMA - Member
- HIMSS - Member
- BPI - Member of local BPI association

### EDUCATION

- College of St. Francis - B/A degree