

## **Chris Igel in a Nutshell:**

- **Leadership and Coaching:** Led, taught, and coached individuals and organizations to success, with a focus on value-driven results.
- **Revenue and Profit Growth:** Developed and implemented strategies to boost revenue and profitability.
- **Cost Efficiency:** Created and executed cost-reducing solutions that significantly decreased operating budgets.
- **Adaptability:** Quickly adapted to new situations, learning and integrating new concepts and approaches with ease.
- **Effective Communication:** Excelled in leading and communicating with diverse teams, minimizing costly miscommunications.
- **Key Performance Impact:** Positively influenced organizational KPIs, driving performance and success.

## **Executive / Leadership Roles:**

- **Founder, Managing Member, CTO, Vice President, Board President, Director**  
Successfully led companies, departments, consulting projects, and teams across various roles, consistently delivering results.

## **Communication:**

- Delivered crisis communications to local, state, and national media outlets.
- Presided over public meetings and instructed college-level courses.
- Authored policies, procedures, manuals, RFPs, RFP Responses, and training materials to ensure clarity and consistency.

## **Technology Expertise:**

- Managed technology projects of varying sizes and complexities, ensuring alignment with organizational goals.

- Designed and deployed multiple IT networks to optimize operations.
- Provided expert consultation on diverse IT problems and projects, delivering actionable solutions.

### **Financial Results:**

- Founded, grew, and successfully sold a profitable company.
- Closed millions in sales using the Sandler sales method.
- Secured multimillion-dollar funding for clients, contributing to their growth and success.
- Increased revenue through strategic product positioning and leveraging market opportunities.
- Secured strategic contracts that significantly boosted sales.
- Reduced operating budgets through process optimization and efficient resource management