

**Problems I've helped clients with (or solved myself in prior roles):**

- Developing and implementing a growth strategy
  - Developing strategy
  - Ramping up organization
  - Strategy execution: Aligning operational disciplines to strategy
- Turn-around or Pivots:
  - Pivoting strategies / business models...creating a path to growth
  - Surviving and rebuilding from revenue loss
  - Returning to profitability
- M&A / Exits:
  - Acquiring companies or technologies
  - Management buyouts (MBO)
  - Preparing for and Selling your business
- Building (or rebuilding) an effective leadership team
- Evolving company culture to fit vision & strategy
- Refining company Mission, Vision and Values
- Strengthening leadership skills
  - Sharing leadership / delegation skills
  - Conflict management skills
  - Adapting leadership style
  - Communication strategy and skills
- Product development and commercialization of new technologies
- Optimizing and rationalizing product (and R&D) portfolios
  
- First-time CEO:
  - Navigating the unique challenges of being in CEO role
    - Isolation, infinite work, scarcity (of resources and the hard truth), complexity of business,
    - Figuring out what to do despite uncertainty and an enormous amount of potentially relevant information; getting things done through a diverse group of people despite having little direct control over most of them.
  - Board & Key Stakeholders: managing and developing relationships
  - Prioritization and Focus
  - Building an effective leadership team
  - Aligning an organization to execute strategy
  - Selective implementation of process (scaleup)