

Frank V. Danzo, Senior Partner

**Experience
on Demand**



Frank is a seasoned executive with 25+ years of experience growing company sales and profits. He has always believed that success starts with people, and that selection, alignment, development and accountability are the cornerstones of successful businesses.

Working with individuals and teams, Frank identifies common objectives and shared values to align direction, prioritize efforts and improve performance. He is committed to helping company's recognize, and better utilize, the resources they have available to them in order experience greater financial success.

Areas of Expertise:

Professional Development

Help professionals achieve their career potential:

- Leads performance improvement coaching
- Conducts training for professional relationship building
- Improves customer identification
- Trains on methods of networking – both internal and external

Organization Effectiveness

Facilitates alignment of objectives, plans, resources and accountability:

- Directs leadership development
- Evaluates and recommends performance improvement systems
- Implements balanced scorecard systems

Personal Development

Works closely to develop systems to motivate personal development:

- Directs executive coaching
- Leads performance improvement coaching
- Recommends methods for employee development goals

Significant Results:

- Implemented the Balanced Scorecard System in a \$1 Billion Division of a Fortune 50 Company
- Led workshops and individual training of over 2000 people on the critical skills and processes to develop personal networks – both internal and external
- Developed common goals and built relationships between surgeons and hospital staff resulting in increased revenue and reduced costs
- Authored the book, "People Hire People-Not Resumes", sharing his proven process of taking control of one's career

Professional Experience:

Organization

- Experience on Demand
- Career Networking Pro
- BJC Healthcare
- Anheuser-Busch

Title

Senior Partner
Executive Vice President
Director Orthopedic Service Line
Vice President Wholesale Operations

Education:

B.S. Engineering – University of Missouri - Rolla
MBA – University of Ambrose