

PROFILE



- Twenty plus years of global senior leadership & management experience
- Twenty plus years of business applications, project management technical assistance, one on one consulting and training experience
- Twenty plus years of experience in economic development and construction/redevelopment, procurement construction performance development
- Twenty plus years of experience serving public and private sector organizations
- A Strong leader with a consultative management style that focuses on the organization
- Excellent communication and presentation skills
- A proven track record of aligning solutions and objectives to overall business strategy
- Experienced in managing multi-million dollar budgets
- Able to develop high-performance people.

ANNETTE GRAY

Economic Development Strategist Business Operations, Management/Human Capital Professional Development

EDUCATION

University of Liverpool: DBA Doctoral Candidate
Wilmington University: MBA
Certified Lean Six Sigma Yellow Belt
Accredited in Business Valuation (ABV)
Certified Contract Trainer (Pryor Solutions & SkillPath Training & Seminars)
Certified Micro-Enterprise Small Business Trainer
Certified, Zoom, Microsoft Teams & Adobe Connect Trainer

WORK EXPERIENCE

Small Business Technical Assistance Consulting & Training

Small Business Development Center FAU (SBDC)
Florida Women's Business Center
Jim Moran Institute for Global Entrepreneurship
Center for Enterprise Opportunity
Broward College
City of Boynton Beach

Corporate Consultant (Government: Federal and local)

Department of Transportation
Homeland Security US Citizenship Immigration Services
Department of Defense (Marines)
City of Saint Cloud, Miami Beach, Delray Beach, City of Boynton Beach CRA & Fire Department
Broward College/Broward County
Florida Keys Aqueduct Authority
Superior Court: Saint Thomas & Saint Croix
The Florida Department of Children and Families

Corporate Adjunct Professor & Corporate & Continuing Education Consultant (Universities)

Lynn University College of Business
Broward College Corporate & Continuing Education/Small Business
Northwood University College of Business
Palm Beach State College Corporate & Continuing Education/Small Business

Corporate Consultant (Private Sector)

Zara Realty Holdings
Seabulk Towing, Inc.
Waste Management
Concacaf
Jupiter Beach Hotel & Spa
John F Kennedy International Airport
AMC Networks International

Professional Development, Management & Leadership Seminars

- **Small Business One on one Coaching**
- **Small Business Technical Assistance**
- **Small Business Workshops/Training**
- **Business Valuations**
- **Stakeholder Engagement**
- **Strategic Planning**
- **Group Training**
- **Project launch**
- **Project Management**
- **Seminars**

Don't see what you are looking for? Just ask, we will develop a curriculum tailored to your organization and deliver it on-site or virtually

CONTACT

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- Leadership, Team-Building and Coaching Skills for Managers and Supervisors
- Transitioning to Supervisor
- Overcoming Negativity
- How to Improve Employee Accountability with Remote and In-Person Teams
- A Coach's Guide to Embracing Leadership Styles
- Accountability: Turn Your Team Into Problem Solvers
- Accountability: 4 Barriers to Building a Culture of Accountability
- The Exceptional Team Leader
- Criticism & Discipline Skills for Managers and Supervisors
- Management Skills for Secretaries, Support Staff & Admin. Assistants

Communications

- Dealing with Difficult People
- Developing Emotional Intelligence
- How to Communicate with Tact and Professionalism (2-day)

Customer Service

- How to Deliver Exceptional Customer Service
- Dealing with Difficult Customers
- Professional Telephone Skills
- How to Lead a Customer Service Team

HR

- Understanding and Developing Cultural Diversity
- Business Ethics to Create a Responsible Workplace
- One-Person HR Department
- Create Effective Employee Development Plans

PERSONAL DEVELOPMENT TRAINING

- Managing Emotions Under Pressure,
- Why Diversity Matters and How to Recognize and Overcome Unconscious Bias
- Fundamentals of Project Management (2-Day)
- Financials for non financial people

Small Business Workshops

- Business Plan Development
- Grant Writing
- Startup Strategy
- Growth Strategy
- Access to Funding
- Building a budget
- Market Research