

Debra A. Dinnocenzo

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Languages

English

www.profil-m.de

PROFIL M

I bring focus, energy, and targeted solutions to my clients!

I am a **skilled executive** with three decades of progressively increasing responsibility in **marketing, sales management, and product management**. I leverage my significant experience in **human resources development**, from concept to client delivery, with **P&L accountability**, to bring **unique and client-specific solutions** to projects. I am an experienced manager/mentor/coach, **expert communicator**, and **creative problem solver** with demonstrated ability to understand, communicate, and **achieve business goals and objectives**.

My platform keynotes, workshop presentations, and training programs are characterized by my **dynamic style, tailored content, sense of humor, and active engagement of participants**. I am a **successful author**, having published my first book in 1999 and my most recent one in 2021. I combine **practical experience with research-based solutions** that allow me to support, coach, and facilitate learning in a variety of settings and addressing **audiences from the shop floor to the board room**.

My expertise for you

- Dynamic speaker, successful author, seasoned executive, and innovative educator (dinnocenzospeaks.com)
- Nationally recognized expert on remote leadership and virtual workplace solutions;
- President & founder of VirtualWorks! (virtualworkswell.com)
- Experience in working with a wide range of corporations, industries, and government entities
- Highly experienced facilitator of workshops and large groups
- Expertise in assessing, selecting, developing, and coaching of leaders and teams
- Extensive experience in delivery of training and coaching both in the classroom as well as adaptation of training to virtual environments, utilizing a variety of web-based platforms.

Special skills

- Education: B.S. Business Management; M.S. Personnel Management; Candidate for Doctor in Business Administration
- Certified trainer in leadership, teams, selection, assessment
- Various development programs in connection with service on several corporate boards of directors

Selected customers

- Eppendorf
- MTU
- Thyssenkrupp
- Outokumpu
- JP Morgan Chase
- Duquesne University
- US Federal Bureau of Investigation
- Heinz North America
- Westinghouse
- US Food & Drug Administration
- Heineken USA

Selected publications

- Remote Leadership: Successfully Leading Work-From-Anywhere and Hybrid Teams (Walk the Talk, 2021)
- Working From a Distance (Walk the Talk Co., 2012)
- Working Too Much Can Make You Grumpy (Mancini-M'Clintock Press, 2008, 2006)
- How to Lead from a Distance (Walk the Talk Co., 2006)
- Managing Telecommuters (Mancini-M'Clintock Press, 2002)
- Dot Calm: The Search for Sanity in a Wired World (with Richard B. Swegan, Berrett-Koehler Publishers, 2001)
- 101 Tips for Telecommuters (Berrett-Koehler Publishers,1999)
- Training and Performance Sourcebook (Contributor: 2005 - 2001)