

**BILL NAPOLITANO** BIOGRAPHY**BILL NAPOLITANO**

Bill Napolitano has a proven track record of success with business owners and executive leaders in more than 30 industries. Working with mid-market growth companies, he is dedicated to improving their cash position and increasing their revenue and profitability.

His Mastery of Excellence™ superior performance model enables clients to achieve remarkable results once thought to be out of their reach. Through this model, he builds high performance leadership teams.

Among Bill's specialties are attracting, developing and retaining superior performers; job benchmarking, and matching top talent to positions. He also provides professional coaching for retail automotive executives; developing loyal automotive sales professionals and senior leaders that are million-dollar producers.

He helps companies to implement process leaning and cycle time reduction and teaches them how to create loyal customers, all of which results in growing profitable revenue. Clients attest to his tenacity in leading them through the Four Decisions™ Workshop which had an immediate positive impact on their cash conversion cycle.

**Executive Summary**

Bill Napolitano, director of strategic alliances with Open Text, has a proven track record of success with business owners and executive leaders in more than 30 industries. Working with mid-market growth companies, he is dedicated to improving their cash position and increasing their revenue and profitability. His Mastery of Excellence™ superior performance model enables clients to achieve remarkable results once thought out of reach. Through this model, he builds high performance leadership teams.

**Industry Specialties**

- Executive Coaching
- Food Services/Hospitality
- Legal Services
- Manufacturing/Production
- Not-for-profit
- Retail

**Coaching Specialties**

- Executive & Business Coaching
- Team Building
- Leadership Development

**Specific Expertise**

- Strategic Business Planning & Execution
- Process Leaning & Development
- Talent Acquisition & Development
- Sales & Business Growth Strategies

**Current**

- Certified 7 Attributes of Agile Growth® Business Coach, Gravitas Impact
- Certified Business Coach, ProActive Leadership Group
- Founder and Managing Partner, Certified Business Coach, The Institute for Business Excellence
- Board of Directors, Annual Campaign Chairperson, Hockomock Area YMCA

**Past**

- Director of Dealer Operations, Automotive Profit Builders
- General Sales Manager, Gallery Auto Group

**Education**

- BS Communication Arts, Business; St. John's University