



# Kathryn L. Fialkowski, Speaker Profile

*Transformational Leadership Tales*

[WWW.KATHRYNFIALKOWSKI.COM](http://WWW.KATHRYNFIALKOWSKI.COM)

## Sample Topics:

### TRANSFORMATIONAL CHANGE

**Transformational Leadership** For emerging leader audiences. Under the backdrop of personal vignettes: scenarios, skills, and attributes of the new, 21st century leader.

**Turnaround Before Bankruptcy**. For business audiences. How to engender the same desire/need for change before you are on the brink of bankruptcy.

**Six Sigma. Done.** For professional and academic audiences. Lessons learned based on 3 major, global deployments of Six Sigma.

**Portfolio Careers: You Can Be More Than Your Title.** For job hunters and job changers. Careers built of diversity versus specialization.

**My Brother's Keeper.** For parents and young adult siblings of special needs individuals. As guardian to a brother with special needs, the story of the passing the mantle of responsibility.

## International Business Executive and Business Transformation Expert

Kathryn (Kate) is an International Business Executive with an expertise in business transformation. Business transformation allows an organization to achieve above-trend performance, accelerate financial returns, and achieve sustained benefit. For example, Kate successfully performed a business turnaround in 6 months, improved customer service productivity by 40%, reduced time to market by 50%, and realized a 10 days improvement in the cash cycle. Regardless of the industry, geography, or function, Kate quickly identifies the assets, leverage, and constraints and consistently delivers bottom line results.

## Diversity: the Story Teller's Fuel

Through her life experiences as well as her travels, Kate has a rich knowledge base from which to develop and share engaging examples that bring the subject matter to life. For example:

- **Cash Flow:** as President of a manufacturing division – aligned inventory accounting to financial accounting.
- **Diversity:** practiced as an international business executive negotiating (with and without translation) in more than 11 countries around the world.
- **Flow optimization:** learned as the youngest of 11 children, in a one bathroom row house in Philadelphia, Pennsylvania.

Whether talking about the latest leadership dilemmas, technology trends, management theories, or Six Sigma, Kate delivers a highly authentic and personal experience to each audience.

# Kathryn L. Fialkowski, Speaker Profile, cont'd

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## LEADERSHIP POSITIONS

*Bank of America. SVP.  
Marketing Strategies  
Executive*

*Hercules Incorporated  
Pinova Division President*

*Partech International  
Venture Capital. VP,  
Global New Market  
Development*

*UUNET Internet Services. VP  
Customer Services, EMEA*

*General Electric.  
Information Services  
Division. Six Sigma Program  
Deployment Lead*

**KATHRYN FIALKOWSKI**  
505 Kennett Pike,  
Chadds Ford, PA 19317  
1.610.388.1231

[Kathryn@kathrynfialkowski.com](mailto:Kathryn@kathrynfialkowski.com)  
[www.KathrynFialkowski.com](http://www.KathrynFialkowski.com)

## Sample Accomplishments

- **New Market/Product Development.** Introduced three industry-changing products to market. For example, launched Internet industry's first service level guarantee. Lead industry for +2 years, stimulating continued growth despite new competition and maintained product price points, avoiding industry average 6% price loss due to commoditization.
- **Division Start-Up, Shut Down, Turnaround.** Maximized performance business divisions – through rapid start-up, shut down, and turnaround – performing each of these in as little as 6 months.
- **Cash Management.** Achieved \$46MM cash contribution due to corporate-wide 10 day reduction in DSI+DSO.
- **Business Transformation Program Deployment.** Lead 3 deployments of Six Sigma including the original GE deployment (achieved MBB certification). Experience in Manufacturing and Transactional Six Sigma including GE CAP, SEI CMM, PMI, and Lean. Developed and delivered curriculum in US, Mexico, China, Australia, and throughout Western Europe.

## Special Expertise

- Transformational Leadership
- International Business and Negotiations
- Strategic Planning, Scenario Planning, and Systems Thinking
- Start-ups, Shut-downs, and Turnarounds
- Business Transformation – Change Program Deployment
- Value: Cash Flow, Cost Reduction, Revenue Generation
- Risk Mitigation



*"My passion for business has provided wonderful and diverse opportunities. It's a delight to share with others what it is to travel, work, and live around the world. To live in different countries and learn a second language – the hard way. To give/gain perspective of different business functions (operations, business development, marketing/strategy, product development, service/quality) or industries (financial services, technology, manufacturing). To share personal moments of triumph and failure. The greatest measure of success is to know that you have influenced another individual and helped in their success. Their growth is yours."*

*Kathryn L. Fialkowski*