



TOM AMATUCCI

Tom Amatucci is a Senior Career Management Consultant and Organizational Development professional with a dynamic background. He has extensive experience providing expert consulting, career coaching and training services to leaders, managers, and staff at all levels. Tom offers a broad knowledge base developed through exposure to a wide variety of industries, companies, cultures, and people. For over 16 years Tom has successfully led various career transition seminars and workshops as well as engaged in one-to-one coaching. He utilizes his experience in sales management & development, nonprofits, and as a startup entrepreneur for self-employment.

As one candidate exclaimed: Tom gets it! For serious professionals in search of no-nonsense guidance, he has been a terrific resource. Tom unearths individual needs in the early stages of the relationship and adjusts to meet the candidate's needs and create standard, effective recommendations to a tailored, highly usable action plan. Tom's passion is helping others, setting goals for himself and others, and finding the path to obtain set goals.

Since turning 50 he traded addictions from cigarettes to running and has since completed 14 marathons, two triathlons and numerous other road races. When you have a plan, have a coach and have desire... you will have success. Tom loves to *challenge, motivate, excite and champion* his candidates.

Expertise

- Career Transition
- Conducting a Professional Career Search Strategy
- Accomplishment Development
- Dynamic Résumé Development
- Networking Strategy
- Personal Branding
- Social Media / LinkedIn
- Interviewing & Salary Negotiation

Achievements

- Co-managed two career centers for large multinational organizations. Significantly increased attendance and success of candidates by inspiring them to think of their true passions and skills then designing and implementing action plans. Successfully coached over 1000 clients spanning multiple industries.
- Trained and mentored in excess of 400 sales representatives, operational managers and customer service staff on presenting product qualifications negotiating to close.
- Created Sales manual for Fortune 500 global logistics organization to create a new income stream.

Education

B.S., Education, Kean University, Union, NJ
Certified Myers-Briggs Type Indicator, Qualified
Birkman First Look, Certified
RRCA Certified Running Coach



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