

Jim Cornehlson

TechCXO Partner



CONTACT DETAILS

1+ (917) 913-4282

jim.cornehlson@techcxo.com

www.techcxo.com/eos-operating-system/

RELEVANT EXPERIENCE

For the last 20 years, Jim has worked with companies on the challenges of profitable market growth by creating higher functioning organizations, teams, executives and managers.

Maintaining top line revenue is critical for mid-market companies. There are 2 million second stage companies with \$2-\$10M in revenue trying to move to mid-market and many more mid-market companies trying to gain more traction; EOS helps them get there. Jim helps companies build sales momentum, develop plans for enterprise relationships and determine customer success.

Among his career highlights are:

Owner, Future Search, LLC.

Advised CEOs on being their best, aligning teams and inspiring/coaching first-time leaders. Worked with growth businesses on accelerating customer acquisition, defining differentiation, and building partnerships.

Director & Practice Leader - Media & Information Services, Heidrick & Struggles

Worked with Board and CEOs on succession and top talent for competitive differentiation. Managed global corporate relationships. Focused on one on one work regarding leadership excellence and finding A players who would attract other A players.

CEO Las Americas (Hispanic Media Company)

Publishing, radio, broadcasting, now part of Univision.

Others include Sales and Marketing leadership positions with: **GE/Time Inc General Learning Corporation; McGraw-Hill- New Media Development Group** (Assignments in Mexico, Spain, Canada); **CBS- VP International Sales**

Board of Directors

- Software Information Industry Association
- HR People and Strategy-SHRM Exec Network
- Magazine Publishers Association
- International Association of Corporate & Professional Recruiters University Glee Club

PERSONAL STATEMENT

I am passionate about helping entrepreneurs build a great business and lead a great life. As a professional implementer for EOS, I partner with leaders and their team to go on a journey together using simple proven tools to improve planning, predicting, people, profits and traction.

From a practical standpoint, I help teams eliminate dysfunctions and ensure achievement of their objectives through organizational and strategic alignment. I also improve sales and marketing effectiveness and accelerate product innovation by creating scalable, differentiated positioning.

PRACTICE FOCUS

I help leaders exceed expectations for execution using a holistic, proven operating system called EOS. The focus is on Vision, Traction and Health. Vision means first getting your leaders 100% on the same page on where your company is going and how it's going to get there. Traction means helping your leaders become more disciplined and accountable, executing to achieve every part of your vision. Healthy means helping your leaders become a healthy, functional, cohesive leadership team. I focus on finding the answer in the room and celebrating personal and professional success.

STRATEGY

- Competitive Assessment
- Investment Due Diligence (PE, VC, M&A)
- Product/Service Market Fit
- Market Analysis

CUSTOMER EXPERIENCE

- Content Marketing
- Customer Experience Feedback
- Customer Buying Process
- Sales Pipeline Management

ANALYTICS & INSIGHTS

- Enterprise Dashboard & KPI Development
- Pipeline Health Check & Analytics
- Marketing & Sales Analytics
- Forecast Management
- Leadership & Coaching

EDUCATION

Dartmouth College, BA, English/Psychology

TALENT ENABLEMENT & SUPPORT

- Leadership Excellence for First Time Leaders, Team, CEOs
- Driving change--M&A Talent Due Diligence
- New HR Technology
- New Product/Service Launch Plans
- Recruiting & Onboarding

SECTOR EXPERIENCE

- Professional Services
- Media & Marketing Technology
- Software & Information Services
- Med Tech & Healthcare Systems
- B2B Products & Services
- Manufacturing and Technology