



## Kinetic Insights, LLC

**Gail A. Froelicher** is an experienced executive with a proven and consistent record of success in emerging technology businesses. Throughout her 25 year career she has been successful in key leadership positions by motivating and developing teams that stress quality, integrity and respect for associates and business partners.



Gail's broad experience includes executive leadership, operations management, channel management, and direct sales management at fast paced, high growth oriented organizations including CompuServe, Sterling Software, SoftBrands, and several west coast venture start-up organizations. She has held both domestic and international executive leadership roles enjoying the challenges associated with cross cultural teams and business practices. Gail has been consistently recognized for exceeding revenue goals while efficiently managing expense targets and leading effective and purpose driven employee development programs.

Some of her key accomplishments include: creating a coaching practice; creating a new strategy and organizational plan following a major company restructuring; exceeding 110% of revenue and 130% of EBITDA goals for the restructured organization; implementing key reseller and referral partnerships programs including EDS and IBM; twice closed the largest deal in company history; 400% growth in a customer base, 180% growth in an international reseller channel; hiring and developing a team of Directors in a newly acquired international division; achieving 10 out of 13 years of President's club awards.

Gail is Founder, Managing Partner, and Executive Leadership Advisor at Kinetic Insights, LLC a professional development company focusing on leadership, sales and marketing and Kinetic Insights offers individual and strategic development of publicly and privately owned businesses through coaching, consulting, and group workshops; Gail is on the board and holds the President position for the National Association of Women Business Owners (NAWBO) Columbus chapter. She is also co-founder of the Women's Council of Central Ohio, an active member of the ATHENA PowerLink Governing Body, a participant in the Ohio Department of Development Roundtables, and serves on the Advisory Board for Make-A-Wish Central Ohio.

Gail has attended Forum Institute's Executive Development Program, StrengthFinder Profile Coaching Skills, Dale Carnegie Course, Dale Carnegie Leadership Training for Managers, Counselor Selling, Effective Interviewing, CompuServe Management Training, Creative People Management, DISC training, Myers Briggs training, Built to Lead Program, and ChoiceCenter Worldwide Personal Effectiveness Part 1 and 2.

*Lead. Succeed. Exceed.*

[www.kineticinsightsllc.com](http://www.kineticinsightsllc.com)