

THORNTON F. PRAYER

Business Coach, Motivational Speaker, and Seminar Leader specializing in personal effectiveness, professional success, and optimal performance for business, organizational, and individual requirements. Focus on exceptional objectives and outcomes for entrepreneurs, business owners, corporate executives, and other professionals. Highly experienced and intuitive professional who understands strategic business requirements, listens to clients' needs, and provides effective business insight and solutions.

Customized Coaching for high performance...

- ◆ Clarified specific business and personal development strategies for individual client requirements for comprehensive personal and professional effectiveness
- ◆ Established key goals and desired outcomes based on client-specific directions and needs
- ◆ Focused on vision development and business development strategies and methodologies for entrepreneurial client requirements

Motivational Speaking and Workshop programs supporting critical personal, professional, and organizational development...

- ◆ Presented at over 70 engagements starting early 2003 at various programs supporting corporate and entrepreneurial professionals seeking direction and assistance with job, career, business, and overall personal and professional objectives
- ◆ Initiated seminar program to address organizational and individual client requirements for in-depth inquiry along with vision and mission creation to support greater long-term outcomes and accomplishments
- ◆ Proposed effective and intuitive models for immediate goal setting, decisive action, and highly desired results to meet and enhance specific, long-term business, personal, and professional objectives

EDUCATION

Certified ChangeWorks Practitioner, ChangeWorks!® System, Walnut Creek, CA 2008
Certified ChangeWorks Analyst, ChangeWorks!® System, Walnut Creek, CA 2009
Community At Work: Group Facilitation Skills Course, San Francisco, CA, 2003
The Coaches Training Institute, San Rafael, CA, 2002
MBA, University of California - Berkeley, Berkeley, CA, 1989
BS, Engineering, Duke University, Durham, NC, 1986

PROFESSIONAL EXPERIENCE

- Whole Life Coaching, Walnut Creek, CA 2002-Present
- Provides ongoing professional coaching services supporting entrepreneurs, executives, business owners, professionals, and organizations seeking optimal performance and results
 - Creates customized coaching methodologies to address professional, business, and personal objectives for individual and organizational client requirements
 - Develops professional speaking programs for professional associations, service organizations, entrepreneurial development centers, and career transition service organizations
 - Facilitates team building and strategy planning events and programs for corporate and non-profit organizations
 - Publishes and markets client-specific workbooks and related materials for personal and professional effectiveness
 - Publishes articles addressing professional and business success
- Business Coach, RightNow Business Development Systems, Walnut Creek, CA 2007-Present
- Provides as-needed, contracted sales coaching services including role-playing, business development strategies, prospect and account management, and accountability metrics for title insurance account managers and representatives on behalf of industry-leading, real estate sales training organization
 - Selected as only contracted outside coach from initial pool of 75 applicants to newly created position in January 2007
- Adjunct Consultant, Right Management, Inc., San Ramon, CA 2006-Present
- Provides coaching and training services on behalf of industry-leading outplacement services firm offering to their clients job and career transition support for outplaced employees.
 - Supports outplaced employees with resume development, career assessment, interviewing and networking skills training, and negotiation strategies
- Account Executive, Interliant, Inc., Burlingame, CA 2000-2001
- Generated business development, sales, and account management activities for Security and Systems Group unit focusing on



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departmental and enterprise-wide customer IT requirements.

- Developed Northern California regional sales for new IT security services for current customer and prospect opportunities.
- Identified and proposed multiple IT service and product requirements for specific customer objectives.

Corporate Sales Executive, The Axean Group, San Francisco, CA 1999-2000

- Created business development and sales/marketing strategies for consulting firm specializing in large, enterprise-wide IT projects.
- Managed corporate sales team in tactical and strategic lead generation, business development, and sales methodologies.
- Developed Proposal, RFP, and RFQ responses for customer IT projects and initiatives.

Account Manager, PCSNetworks, Emeryville, CA 1998-1999

- Spearheaded new business development and sales/marketing strategies for IT systems integration and solution provider firm.
- Conducted sales, marketing and informative presentations to senior management teams across multiple industries.

Commercial Broker, Hayes Insurance Agency, Pinole, CA 1996-1997

- Developed commercial business through new program development using cross-selling and strategic alliances with other agents.

Product Line Manager, UNIX RISC Products Division, 93-96, Oracle Corporation, CA 1989-1996

- Managed product direction and platform customization for \$65 million revenue stream.

Marketing Analyst, 90-93

- Developed documentation, training materials and product test modules; evaluated product upgrades for Oracle Purchasing application product.

Systems Analyst, 89-90

- Analyzed performance of product distribution. Evaluated vendor bids and made recommendations to senior management.
- Improved operational throughput 50% after leading 2-day relocation of warehouse without interrupting service to customers.