

Biographical Sketch

Steve Alessandri

Steve Alessandri possesses more than 20 years of experience leading the sales and operations management function for companies in the services industry. His passion for defining key success criteria, developing strategic plans, plan execution, and driving results, has helped multiple organizations meet their operational goals. He is currently Vice President of Sales and Student Development for The Center for Professional Studies.

Steve is an experienced B2B sales, business development, and relationship management professional with a passion for leading and a track record of delivering unprecedented results by building relationships, cultivating internal talent and capitalizing on market opportunities with Fortune 1000 organizations

His expertise includes; leadership and vision in start-up and turnaround environments, new territory research and penetration, talent acquisition, workforce development and an innate ability to drive both top and bottom line business growth.

In addition Steve has experience in acquisition / integration. This includes the research and identification of potential acquisition targets, due diligence and integration of acquired entity into new ownership structure.

Steve has spent the majority of his career in a leadership capacity managing the sales and operations of a global engineering services and staffing firm. As an officer of the company his responsibilities included the start up of multiple offices throughout the Midwest and Southeast portions of the United States.

Steve holds a Bachelors Degree in Economics from Oakland University and has received training as a Project Management Professional and expects his certification from The Project Management Institute in the first quarter of 2010.