



## CONSULTANT BIO

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### DEBRA A. DINNOCENZO

Debra is a skilled executive with three decades of progressively increasing responsibility in marketing, sales management, and product management. She leverages her significant experience in human resources development, from concept to client delivery, with P&L accountability, to bring unique and client-specific solutions to projects. Debra is an experienced manager/mentor/coach, expert communicator, and creative problem solver with demonstrated ability to understand, communicate, and achieve business goals and objectives.

Debra's platform keynotes, workshop presentations, and training programs are characterized by her dynamic style, tailored content, sense of humor, and active engagement of participants. She is a successful author, having published her first book in 1999 and her most recent one in 2021. Debra combines practical experience with research-based solutions that allow her to support, coach, and facilitate learning in a variety of settings and addressing audiences from the shop floor to the board room.



#### **Debra A. Dinnocenzo**

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### Areas of Expertise

- Dynamic speaker, successful author, seasoned executive, and innovative educator (dinnocenzospeaks.com)
- Nationally recognized expert on remote leadership and virtual workplace solutions;
- President & founder of VirtualWorks! (virtualworkswell.com)
- Experience in working with a wide range of corporations, industries, and government entities
- Highly experienced facilitator of workshops and large groups
- Expertise in assessing, selecting, developing, and coaching of leaders and teams
- Extensive experience in delivery of training and coaching both in the classroom as well as adaptation of training to virtual environments, utilizing a variety of web-based platforms.

### Special skills:

- Education: B.S. Business Management; M.S. Personnel Management; Candidate for Doctor in Business Administration
- Certified trainer in leadership, teams, selection, assessment
- Various development programs in connection with service on several corporate boards of directors
- Language skills: English



### Selected projects and customers:

- Eppendorf
- MTU
- Thyssenkrupp
- Outokumpu
- JP Morgan Chase
- Duquesne University
- US Federal Bureau of Investigation
- Heinz North America
- Westinghouse
- US Food & Drug Administration
- Heineken USA

### Selected publications:

- *Remote Leadership: Successfully Leading Work-From-Anywhere and Hybrid Teams* (with Jason Morwick, Walk the Talk, 2021)
- *Working From a Distance* (Walk the Talk Co., 2012)
- *Working Too Much Can Make You Grumpy* (Mancini-M'Clintock Press, 2008)
- *How to Lead from a Distance* (Walk the Talk Co., 2006)
- *Managing Telecommuters* (Mancini-M'Clintock Press, 2002)
- *Dot Calm: The Search for Sanity in a Wired World* (with Richard B. Swegan, Berrett-Koehler Publishers, 2001)
- *101 Tips for Telecommuters* (Berrett-Koehler Publishers, 1999)