

# David M. Winchell

## “The Company Mechanic”

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*Gives his staff autonomy to feel empowered to create innovative solutions, but holds them accountable. Uses simple but effective business processes that don't waste time, and measures results. The result is more productivity, more profit, and beating the competition.*



*“What gives me pleasure is helping people accomplish something valuable for themselves and their organizations by pulling people who come from different disciplines or different points of view together. I like to see the results when everything clicks into place because of an explanation I have provided.”*

*“What enables me to do this? Two things: First, I am able to appreciate differing perspectives and competing interests. Secondly, I have experience in almost all business areas, so I can see what is truly important to each area.”*

*“The way I manage involves helping people and creating synergy by facilitating collaboration. I truly believe that there are win-win solutions for business challenges, and I am able to find them. ...and a healthy sense of humor and not taking ourselves too seriously helps too.”*

### **Improving organizational performance through:**

- **Instruction and Mentoring:** A good presenter in one-on-one or group settings. Able to explain complex subjects in ways that are understandable and actionable by people who have different disciplines.
- **Business Process Improvement and Performance Metrics:** Implements straightforward business practices. Crisp management reporting that ensures performance without burying a company in red tape.
- **Collaboration and Team Building:** Creates environments where everyone wins and all work together to achieve organizational goals. Believes win-win is possible and reduces the need for people to protect their turf.
- **Detailed Organization and Follow-Through:** An analytical approach and a detailed tracking of assignments that holds people accountable. Strongly believes in positive and negative performance incentives.

### **Key Attributes:**

- A natural inclination toward service—A belief that leadership *IS* service.
- A determination to be **CANDID**—Willing to disagree, a vital attribute.
- Deep knowledge in most business disciplines—[Read Bio at www.davewinchell.com](http://www.davewinchell.com).
- Experience in many business sizes and types—Knows how businesses **WORK**.