



Greg A. Niemi

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DRIVING HIGH PERFORMANCE BUSINESS

Leading Authority in Leadership & Business Development

Serving a few exclusive clients as their trusted business advisor, board member and /or personal CEO mentor. An emissary and practitioner of the best of business practices.

Expertise:

A leader who has consistently delivered double digit growth with double digit profits while improving cash flow and retained earnings. A seasoned business executive that has excelled with complete P & L and organizational responsibility.

A builder of organizations who has helped hundreds of other business owners exceed their goals and dreams. A model leader admired by customers and employees, who knows all sides of the table as CEO, a board member and business coach.

Specializing in small to mid-sized companies (<\$10 to \$100+ million) that are for-profit, independent and closely-held with desire to move the needle from good to great.

Guiding Principles:

Clarity. Focus. Energy. Accountability. Results. Best practices (not theory). Belief in people & creating a positive culture. Principle centered with ethics, integrity and above all TRUST. One who enjoys the journey & celebrates results along the way.

Business Coaching:

Developing vision to inspire and incite others. Building high performance, highly accountable and rewarding environments. Business metrics and dashboard design plus advocate of Open Book Management. CEO coaching and mentoring.

Board Development:

Service as board member (advisory or governing). Plus help others assess need and form their own boards. Genuine commitment to success of CEO and their organization while remaining independent in constructive guidance. Improve board processes.

Speaker / Author

Contributing author of articles, weekly blogs and my own book "The Magic Pill". Facilitate workshops and roundtables. Speaker as keynote or as trainer in breakouts.

Education:

Raised in business family. BSBA plus MBA studies in Business Administration. Highly successful business career with two world class companies. A lifelong learner.

Greg A. Niemi
CAREER SUCCESS



Niemi Trust, LLC.

(present)

www.niemitrust.com

The Niemi Trust is a trusted business advisor to select closely-held companies.

NIEMI
TRUST

Business Leader

11'2011 – Present

Nexstar, Inc.

(12 years)

www.nexstarnetwork.com

Nexstar Inc. is a best practices business development & training organization.



President & CEO

06'2005 – 11'2011

President & COO

02'2001 – 06'2005

Vice President Operations

11'2000 – 02'2001

Director of Business Development

06'1999 – 11'2000

Nexstar Legacy Foundation, Inc. (concurrent)

www.nexstarfoundation.org

The Nexstar Legacy Foundation is a non-profit foundation providing scholarships.



Founder & Trustee

09'2005 – Present

Board Member

10'2005 – 11'2011

The Trane Company

(21 years)

www.trane.com

Trane Co. is a worldwide leader in commercial and residential indoor comfort systems.



Project Director, Business Transformation

07/1996 – 06/1999

Controller & MIS Manager, Building Systems

08/1994 – 07/1996

Western Ops Consultant, US Sales & Distr.

04/1990 – 08/1994

Financial Services Mgr., Building Systems Div.

04/1988 – 04/1990

Manager Contracts & Credit, Building Systems

09/1985 – 04/1988

Sr. Contract Administrator, Building Systems

09/1981 – 09/1985

Regional Credit Manager, Comm. Air Cond.

03/1980 – 09/1981

Marketing Product Specialist, Comm. Air Cond

08/1978 – 03/1980

Business Intern – Marketing

05/1978 – 08/1978

EDUCATION

www.uwlax.edu



Continuous (e.g., readings, on-line courses, seminars, et al)

UW LaCrosse, MBA Studies in Business Administration

1981

UW LaCrosse, BSBA Bachelors in Business Administration

1978

REFERENCES

Available upon request, on LinkedIn and our website www.niemitrust.com