

# Howard Armstrong

Louisville, Kentucky

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STRATEGY



Howard has had over 25 years experience in the field of training and development. He is a results-driven leader with recognized accomplishments in training, sales, and operations management. Howard possesses a keen sense of balance between big picture pursuits (vision), as well as the need for focus on individual development. He has accumulated a wide variety of business exposure to functions and industries, and is known for his ability to adapt to individual and inter-department differences enabling collaborative and mutually beneficial outcomes.

Howard's core competencies include Training Management, Staff/Performance Management, Program Development, Training Needs Analysis, and Trainer Training. He is also a certified executive coach and a published author. A partial list of training program deliveries include such topics as leadership, selling skills, change readiness, effective presentation and facilitation skills, teambuilding, influence, negotiation, proposal writing, performance and executive coaching skills, total quality, performance management, and staff development skills.

Howard was a training manager for the Lore International Institute from 1996-2003. Prior to that time, he owned his own training and consulting firm, and was responsible for marketing, consulting, selling, and delivering training programs that specialized in both selling skills and total quality management. Howard has performed in such positions as sales, operations, and training management, and has delivered training programs in industries such as consumer products, air transport, construction, telecommunications, biomedical, insurance, automotive, academia, as well as media and entertainment. Howard's international training and coaching delivery experience extends to some 21 countries outside the United States.

Howard has served in the United States Air Force as an instructor pilot and test pilot, has authored a book entitled "High Impact Telephone Networking for Job Hunters". He holds a Bachelor of Science degree in Business Administration from the Citadel.