



Amy Franko

Growth Strategy | Talent Development | Succession Planning | Governance

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Research shows that strategy and talent development are areas where boards aim to focus more time. Amy Franko specializes in these areas, and she is ideal for growth-oriented companies in technology, manufacturing, and professional services.

Amy is the **Past Chair of the Board of Directors** for **Girl Scouts of Ohio's Heartland**, a **Top 25 non-profit organization in the region with \$22M in assets**. During her four-year term she led a governance board of 21 directors. She **led governance efforts surrounding a \$16M capital campaign for a STEM leadership center**. She serves on the finance committee and was chair of the board development/nominating committee for two years. She received the prestigious Smart Business Pillar Award for her outstanding contributions as a board leader, one of only three awarded annually.

The key director skills she developed include **board governance, executive committee and audit leadership, financial governance, succession planning for board and CEO roles, and nominating committee leadership**.

Amy is the Founder & CEO of Amy Franko Associates, a leader in sales strategy. With no outside investment, she launched and grew the firm to **consistently strong P&L results since the company's inception**. Clients include the mid-market and Fortune 1000 across multiple industries. Amy's clients seek her leadership with **sales strategy, business segment growth, executive advisory, talent development, and succession planning**.

One client **experienced a 15X return on their investment by implementing her Strategic Selling for Professional Services program** during the pandemic. With another client she led **strategy creation to double sales growth in current market segments**. She has assisted clients in **designing sales strategies to align with digital marketing initiatives**. She has also advised clients on **talent development programs, executive-level hiring, and succession planning**.

Prior to her current roles, Amy was a **sales professional and leader at global technology companies IBM and Lenovo**. She was responsible for revenue generation in multiple sectors. A significant accomplishment was the design and implementation of mobile computing programs in IBM's education sector. This led to significant growth and brand recognition in an emerging market segment.

Her expertise is widely available on social networks, respected publications, and high-profile sales and leadership podcasts. Notable publications include *Fast Company*, *Smart Business*, *Top Sales World*, *Chief Learning Officer*, and *Training Industry*. She is recognized by LinkedIn as a Top Sales Voice. **Her book, *The Modern Seller*, earned best-seller status on Amazon**, as well as international recognition.

Amy is a Cum Laude graduate of University of Dayton. She and her husband live in the Columbus, Ohio area. She is a fitness enthusiast and enjoys experiencing diverse cultures through travel.