



Tonight's Panel



In keep with our chapter's commitment to being **Green**, copies of the speaker bios will be posted on the website

Moderator-ANNE DUNN

Anne Dunn, a Mid-Atlantic business leader with extensive experience in the Organizational Consulting and Career Management industry, is currently with Drake Beam Morin, as Director of Key Accounts. In this role, Anne has leveraged her high-energy profile and expertise in strategic business development to provide solutions to customers' needs in Career Transition and Leadership Development. Anne is based in the Philadelphia, PA office.

Prior to joining DBM, Anne was Vice President of Client Services Consulting for Right Management in the Delaware Valley where she provided strategic Human Resources Consulting in Career Management, Talent Management, Leadership Development and Organizational Performance for global customers headquartered in the Philadelphia Region.

Previous to Right Management, Anne was Eastern Regional Manager for AchieveGlobal, Inc., a Management Consulting firm specializing in Sales Training, Customer Service Development, Team and Leadership Development. In addition, Anne was Senior Vice President of Business Development for Manchester, Inc., a Human Resources Consulting firm dedicated to Career Transition and Organizational Consulting.

Anne's consulting career first began at The Forum Corporation where she built a regional territory into one of the company's highest producing operations and was chosen by the President to co-deliver the Forbes-sponsored presentations on Customer Retention.

These leadership experiences give Anne a broad business exposure to the many challenges and imperatives of changing business drivers and the resulting effects on organizations, teams, and individuals. Additionally, Anne served as the President of Greater Valley Forge Human Resource Association (local SHRM chapter) 1998-1999.





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Panelist-TODD COHEN

Todd Cohen works with sales leaders who want to create a sales culture so that more sales happen. Since 1984, Todd has coached and led sales teams to deliver more than \$500 million in revenue for leading companies including Xerox, Gartner Group, Pensare, Thomson-Reuters, and LexisNexis.

As the Principal of SalesLeader LLC, Todd inspires, advises, and builds high-per-formance sales teams that produce outstanding results. He also provides strategic oversight for sales teams and serves as executive sales coach and advisor to clients ranging from small, rapidly growing start-ups to well-established, large corpora-tions.

Todd is a passionate networker and connector of sales professionals, entrepre-neurs, and executives in transition. He is the founder of The Innovators Club, a networking organization dedicated to advancing technology and entrepreneurship. He is co-founder of LinkedIn Live Philly, a networking group for members of Linked-In to advance their professional networking skills. He is also the co-leader of Career Transitions, a non-profit group dedicated to helping professionals in transition. He is a professional member of the National Speakers Association, and a board member of the NSA Philadelphia chapter, and he serves as chair of the Sales and Marketing group of the Greater Philadelphia Senior Executives Group. Todd has been active in the American Cancer Society as well as several other charitable organizations. Todd holds a Bachelors Degree in Business Administra-tion from Temple University. He is a frequent guest lecturer at the University and Corporate level and hosts his own radio show "Lets Talks Sales Culture."

Todd's clients grow their sales by building sales cultures built around the concept that "everyone is in sales." Todd works with your sales team AND with your non-selling professionals to help them understand how to sell successfully, and how sales-related skills can translate into many kinds of professional success.

Before creating his sales culture focus, Todd has trained under and delivered many of the most successful sales methodologies, including SPIN® Selling, Strategic and Consultative Selling, Miller Heiman, and Xerox Corporation's Leadership through Quality. Thus Todd understands how to bridge the gap between the sales training you may already be doing and your next level of sales performance, firmly built on a sales culture designed to multiply your results and magnify your invest-ment in traditional sales training.



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Panelist- THEODORE J. DELGAIZO, PE, ESQ

Ted graduated with distinction from the U.S. Naval Academy with a BS in Engineering and major in mathematics in 1963. He spent the next 14 years in the U.S. Naval Submarine Force where he served on 4 different submarines, including a tour as Chief Engineer Officer on USS U.S. Grant (SSBN 631), as Engineer Officer for Submarine Squadron FOUR in Charleston SC, and as Executive Officer on USS Plunger (SSN 595). During this period, Ted received the Vietnam Service Medal, two Navy Commendation Medals, and a Navy Unit Commendation.

On leaving the Navy in 1977, he worked as senior mechanical engineer for United Engineers and Constructors (UE&C) of Philadelphia PA and later as an engineering consultant with WESTEC Services Inc. of Plymouth Meeting PA. While at UE&C, Ted served on the Three Mile Island recovery team, which combated the consequences of the partial core-melt reactor-accident that occurred in March 1979. In 1988, along with two partners, he founded Main Line Engineering (MLEA Inc.) where he continues to work today. He is a registered professional engineer (nuclear) in Pennsylvania. From 1979 to 1983, while working full-time and going to school at night, Ted earned his law degree at the Temple University School of Law, graduating magna-cum-laude. He became a member of the Bar in the Commonwealth of Pennsylvania in 1983.

As President and Chief Executive Officer of Main Line Engineering, Ted continues to provide engineering and technical support to clients while also operating a small business enterprise with average annual revenues of \$2 to \$3 million. He has been a technical consultant to the U.S. Nuclear Regulatory Commission on plant safety issues and served as a visiting inspector with the International Atomic Energy Association (IAEA) during a plant assist visit in Cernavoda, Romania. He has been married for 43 years and has two children and two grandchildren. The DelGaizo's live in Downingtown, PA.



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Panelist- BLAIR LYON



A pioneer in digital communications, Lyon has over 18 years experience in digital marketing, fund raising, software development and global network consulting. Since founding TMX in January 1999, he has worked in every capacity to design and optimize the company's innovative, digital marketing solutions. As CEO of TMX from 1999 to 2009, Lyon helped TMX achieve accolades including the IAC's (Interactive Advertising Competition) Agency of the Year Award 4 years in a row, Forbes best of the Web, Ben Franklins Top Management Team and helped secure a breakthrough U.S. Patent for rich media delivery and tracking technology. Taking over as Chairman of the Board, Lyon is actively involved in helping TMX grow and continue to innovate in the digital age.

Prior to TMX, Lyon was Marketing Director for ESnet, a new venture division of DuPont dedicated to streamlining the development cycle for leading apparel retailers with their global supply chain. As a founding member, he was the architect of multimedia consulting programs for a number of leading clients including Calvin Klein, Liz Claiborne and the Limited Group. He also led workflow reengineering and systems integration projects to establish a global communications Intranet between fashion retailers and their Far East production facilities. He went on to help facilitate the acquisition of ESnet by DuPont.

Lyon's marketing career began as a sales manager at Computer Design Inc., a 2D/3D CAD software developer, where he was promoted to Far East Director of Business Development to bolster sales and build the company's infrastructure along the Pacific Rim. Based in Hong Kong, he established offices and distributors in Indonesia, South Korea and India, eventually building a network of 11 distributors throughout Asia. He was subsequently asked to lead product development as Product Marketing Director, where he oversaw a team of 22 programmers and the marketing efforts for CDI's leading software products.



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Panelist- GARY L. SENDER

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Gary L Sender is the Vice President, Finance of Shire's Specialty Pharmaceutical business. With sales in excess of \$2 billion, Gary focuses on the financial and strategic development activities of Shire's Specialty Business, which includes its attention deficit hyperactivity disorder, gastrointestinal, international and emerging products business units. In addition, Gary and his team support the Specialty Pharmaceutical group's R&D and Global Supply Chain functions.

Prior to joining Shire, Gary was the Chief Financial Officer and Vice President of Finance & Administration of Tengion, Inc., a biotechnology company in the field of [regenerative medicine](#). He joined Tengion as its second employee in 2004 and managed the corporate finance / accounting, human resources, public affairs and information systems functions. Gary was instrumental in raising approximately \$150MM of equity and debt capital.

Gary Sender came to Tengion from ARAMARK where he was Vice President, Investor Relations since January 2003. Prior to ARAMARK, Mr. Sender was employed at Merck & Co., Inc. serving as Vice President and Controller for Merck's U.S. pharmaceuticals business. During his 15-year career with Merck, he also served as Assistant Treasurer, Executive Director of Financial Evaluation and Analysis (the internal M&A group where he successfully led the financial evaluation for Merck's \$6 billion acquisition of Medco), Executive Director, Joint Venture Financial Management, Director of Investor Relations and Manager, Foreign Exchange Hedging. Prior to his work at Merck & Co., Inc., Mr. Sender held positions at AT&T and RCA Corporation.

Gary has been quoted in dozens of newspapers, magazines and journals, including the *Wall Street Journal*, *LA Times*, Reuters and the *Philadelphia Inquirer*. Many of these quotes appeared in articles discussing the publication of the human clinical experience of Tengion's lead product – the neo-bladder – thus demonstrating the depth of his financial, business and scientific acumen. He also the author of an article in the *Harvard Business Review* titled "Option Analysis at Merck."

Mr. Sender earned his bachelor's degree in Finance and Management Information Systems from Boston University in 1983. He received his master's degree in Industrial Administration (MBA) with a concentration in Finance from Carnegie-Mellon University in 1987. Gary and his family reside in Blue Bell, Pennsylvania.