

Speaker Bio



Tim Vlamis

Tim is President of StrategyScape, a boutique consulting firm specializing in multidimensional business analysis, strategy design, and growth development and works with client businesses of all sizes. Over the past twenty-five years Tim has helped his family's firm, Continental American Corporation, grow from a small regional manufacturer with less than \$3 million in sales to a multi-national corporation with more than 1000 employees that dominates its markets worldwide.

Tim combines a strong background in analytics with extensive experience in business modeling and valuation analysis, new product forecasting, and new business development processes. Tim also has strong expertise in marketing including brand strategy and identity development, distribution channel strategy, market launch models and return analyses, integrated marketing communications, and salesmanship and sales management. He earned his Professional Certified Marketer (PCM) designation from the American Marketing Association and is an active speaker on Business Intelligence and data visualization as well as business development and marketing.

Tim served on boards of directors for private corporations, industry associations, and non-profit organizations. Tim has assisted several high tech start ups, led partnership formations and dissolutions in Europe, Australia, Hong Kong, and Canada, and negotiated acquisitions in Mexico and Canada. Tim earned an MBA from Northwestern University's Kellogg School of Management and a BA in Economics from Yale University. Tim currently teaches Marketing Strategy and Strategic Management as an adjunct in Benedictine College's full-time and executive MBA programs.

Tim loves working with entrepreneurs and firmly believes that good questions are better than good answers, those who know the business the best usually know what's best, and knowing is not the same as doing.

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