



# ALDEA

## COMMUNICATION AND BUSINESS RELATIONSHIPS **EXPERT**

The world's top, learning, career development, and talent professionals trust Al Dea to provide subject matter expertise, engaging content, and actionable guidance on how to help employees build the mindset and capabilities needed to succeed in workplace.

2021



Al is a trainer, author, podcast host, and keynote speaker. He is the Founder of [MBASchooled](#), and [CareerSchooled](#), two online career platforms that help professionals develop and grow their careers, and the author of the Amazon [Bestseller \*MBA Insider: How to Make the Most of Your MBA Experience\*](#). Through corporate training, keynote speaking, and individual coaching, Al teaches students, professionals, and leaders how to build career capabilities needed to improve performance and grow their career.

Al is an expert in career development, business relationships, and communication, and his thinking and insights have been published in outlets such as [Business Insider](#), [The World Economic Forum](#), and [Time Magazine](#). Al is a Product Marketer at Salesforce where he has helped launch products that have touched hundreds of thousands of users, and previously worked as a management consultant at Deloitte Consulting LLP, where he in addition to advising Fortune 500 companies on developing and executing digital transformation, helped train hundreds of consultants and new hires.

Al received his Bachelor's Degree in Business and Theology from Boston College, and his Master's in Business Administration from the University of North Carolina Chapel-Hill.

## Training and Speaking

My passion is in helping others learn and unleash their potential to make a positive impact on the world and others around them. I love working with groups of all shapes and sizes—ranging from a training for new-hires entering their first job to thousands of professionals at industry conferences:

**Trainings** – Group or team-based trainings for companies, organizations, or associations on specific skills-based topics.

**Presentations** – Lecture-based presentations where can learn new information and synthesize it in real-time through individual and group exercises.

**Keynotes** – For a large audience (ex: Conference or large meeting) These generally span 45-60 minutes, and include time for Q&A.

## Training and Speaking Topics

I offer keynote trainings, workshops, and keynotes on a number of topics including:

**Building Effective Relationships** - This program is for helping employees and participants build better client and customer facing skills. Participants will focus on building stronger relationship-building and market facing skills, learn new methods and approaches for connecting with customers and partners in the future workplace

**Authentic Storytelling** – Storytelling isn't just a skill that filmmakers and writers need. Anyone who has to share an idea, strategy, or initiative needs to use storytelling to connect with their audience. This training focuses on how storytelling can be applied at work to effectively communicate ideas and concepts to diverse audiences.

**Professional Networking** – We all know networking is critical to success, but how do you develop a great network while remaining true to yourself? This training focuses on how to networking in an individual and authentic way, in-person and virtually, how to build better business relationships through networking, and how to communicate your value when building relationships with others.

**Communication Effectively in a Hybrid World** – As our world and workplace continues to evolve, communication norms have been rewritten overnight. This training focuses on how to communicate effectively with diverse teams and stakeholders in an all-digital, hybrid, and in-person workplace.

**Cross-Functional Teaming** – In large organizations, successful cross-functional teaming is required to remaining agile and innovative for your customers. This training focuses on helping employees build skills needed to work thrive when working across diverse teams, time zones and organizations to drive better results.

**Leading From Anywhere** – Leadership isn't just about a title, but rather, who can build momentum and influence around ideas that can ignite innovation and impact. This training focuses on helping employees identify breakthrough ideas, and building momentum and inspiring others within your organization to rally around your idea and take action.

**Proactive Career Development** - Career development is a skill that is critical to success, but oftentimes, is never explicitly taught to professionals. During this session, we'll focus on defining career development, and providing actionable tips to manage your own career development.

## For More Information

I'd love to work with you on your next training or event. Please email me at [alex.dea@gmail.com](mailto:alex.dea@gmail.com) with any questions, to a time to discuss the event further, or to confirm our booking. I look forward to working with you to create a great event.

## Contact Information

E-Mail: [Alex.Dea@gmail.com](mailto:Alex.Dea@gmail.com)

Website: [www.alexdea.com/training](http://www.alexdea.com/training)

LinkedIn: <https://www.linkedin.com/in/aldea1/>