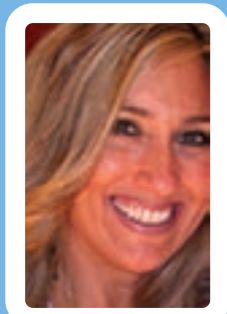




Dawn Whitney

President, MotivAction Training Corporation



Dawn Whitney

TRAINING EXPERTISE

- LEADERSHIP
- CHANGE MANAGEMENT
- COMMUNICATION
- BUSINESS DEVELOPMENT
- STRATEGIC PLANNING
- HIRING/RECRUITING
- TOP PERFORMER
- MANAGEMENT
- MOTIVATIONAL SPEAKING
- CULTURE
- SYNERGY
- PROCESS

Dawn Whitney is founder and president of MotivAction Training Corporation based in Portland, Oregon. She is responsible for the development of curriculum and facilitation of training. Her organization includes a team of expert trainers that cover a wide range of areas to meet the diverse needs of our clients. A separate division of MotivAction includes retained search services within the areas of sales/marketing and information technology. This component of the business is driven by a large client base from Dawn's previous years of experience in the staffing industry.

Dawn formed MotivAction after 13 years of successful sales and leadership training positions with two large, publicly traded companies. While serving as a Vice President at her most recent position, World Health, she **developed new hiring and management training for field offices, implemented change management processes, strategic planning and communication training** across 14 offices within the US. In addition, she was personally responsible for the oversight of the firm's Healthcare Informatics division which produced annual revenue in excess of \$6 million within its first 8 months of "start-up" operation. Her business development, leadership and a results-oriented philosophy assisted in fueling the organization's fast growth within the healthcare sector.

Prior to World Health, Dawn was National Executive Director for Hall Kinion with responsibilities for a \$30M business unit which included several offices across the US. Her teams included Project Managers, Engineers and Sales Consultants working in tandem for the firm's external clients. Her specialty within Hall Kinion was to open new offices, make them profitable quickly and to turnaround stagnant, non-productive offices. She became **an expert in facilitating and implementing a performance management "scorecard" system to the field and management teams**, while writing curriculum and conducting trainings across 42 offices nationwide.

Through several acquisitions at Hall Kinion and World Health, Dawn was involved at the senior level with **cultural change management, leadership and communication training for both executives and field teams**. In addition to her training and expansion responsibilities, she was extremely successful in growing business and developing leaders. She taught her managers how to identify, mentor and **"lead versus manage"** top performers. **Her passion is to partner with organizations that require an outside fresh perspective to change, leadership, sales strategies and communication/resolution techniques.**

Dawn lives in Portland with her husband Ryan and 12 year old son, Cole. She was born and raised in Southern California and enjoys traveling with her family to exciting destinations.

- ★ Award / Achievement
- Corporate Acquisition/Re-Org
- ▽ IPO
- ▽ Inc. 500 - Fast Growth Co. / Business Week - Hot Growth Co.

Timeline: Career Highlights & Company Milestones

