

PATRICK J. KELLY

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Executive Training – Workshops – Presentations – Fortune 500 – Speakers Bureau Training

COMMUNICATIONS & TRAINING SPECIALIST

Raising the Bar for Performance, Productivity & Profits

Driving effectiveness of individuals and organizations by delivering communication skills training to broad audiences, including executives and sales staff. More than 15-year track record of **setting new standards and getting people to perform, consistently achieving “the impossible”** with regard to skills improvement, booking high-profile speakers, and sales goals. Recognized by employers for succeeding where others fail.

Training expertise in persuasive speaking, negotiations, sales, and public speaking in one-on-one and group settings. Master’s degree in Speech and Theater. Available for travel - valid driver’s license.

Key Areas of Strength

Executive Presentation Skills
Professional Development
Persuasive Speaking

Process Streamlining
PR/Media Management
Speech Coaching

Talent Management/Production
Sales Presentation/Negotiation
Consultative Selling Skills

CORE EXPERTISE & ACHIEVEMENTS

Executive Training

- Trained Fortune 500 executives in board room presentations, employee and stakeholder communications, and media relations.

Negotiations, Sales & Persuasive Speaking/Training

- Conducting sales seminars in one-on-one and group environments of up to 50; sales improved 35% within the next few months.

Public Speaking/Workshops/Seminars

- Presenting lectures on topics including health, business, and government affairs for broad range of audiences: corporate, academic, and non-profit.

RELATED EXPERIENCE

Communication For Everyone, Danbury, CT, 2000 to Present

FOUNDER & DIRECTOR

Providing professional and management training with emphasis on communication and negotiation skills, interview training, and presentation techniques.

- Develop speaking programs, identify speakers, and coordinate arrangements.
- Deliver meeting presentations for large membership of “Neutral Ground” and audience of up to 100 on topics such as health, career change, college admission and interview preparation.

Patrick Kelly Productions, Danbury, CT, 1994 to 2000

TALENT MANAGER & PRODUCER

Founded and operated consulting firm specializing in career development and job/project placement for cabaret artists. Organized career fairs.

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- Managed all public relations, publicity, and funding for individual clients.
 - **Obtained bookings, negotiated contracts, and prepared clients for performances**, achieving success rate 60% above peer average.

Young Athletes Foundation, Stamford, CT, 4-12 1998

HEAD OF SPEAKER'S BUREAU

Hired as consultant for interim assignment. Rapidly mastered new field without prior sports knowledge or experience. Identified, approached, secured, negotiated, and coordinated speaking engagements at events and at colleges, non-profits, and large corporations for prominent young athletes. Developed fundraising events.

- **Pioneered speakers training for young athletes to increase foundation's revenues:**
 - Trained athletes one-on-one and in groups to speak effectively in front of large audiences of up to hundreds of people. Authored parts of presentations.
- **Sold speaking engagements** for athletes to large non-profit organizations, capturing 300% revenue increase.
- **Continued to attract and sign high-profile athletes despite downward industry trend** following Meryl Lynch's shift from external to internal sourcing for motivational speakers:
 - Targeted and booked athletes considered "unobtainable" by peers and supervisor.
- Streamlined operations: implemented structure and categorized speakers (amateur/professional).

EARLY CAREER DEVELOPMENT

Susan Bergman, Producer and Composer, New York, NY

CO-PRODUCER

Managed fundraising and publicity. Coordinated production staff for "Hairspray," "Into the Woods," and "Jekyll & Hyde."

- Volunteered streamlining of fundraising and publicity efforts; from spinning wheels to results.
- Independently identified and capitalized on market base expansion in Florida.

Green Apple Barter Services, New York, NY

ACCOUNT EXECUTIVE

Sold bartering memberships to private business owners in New York.

- **Doubled territory and business revenues in 6 to 8 months** by opening new market in Rockland County. Delivered sales training for peers to boost sales results.

Jill McNulty & Associates, New York, NY

CO-DIRECTOR OF ADVERTISING

Hired to research radio advertising and sell drive time ads for major NY radio station.

- **Achieved substantial press coverage and exceeded expectations** by targeting persons and organizations previously not considered, successfully raising the bar.

EDUCATION

M.A. degree in Speech and Theater, graduated with honors, GPA: 3.8

B.A. degree in Speech, English, and Media Arts, graduated with honors, GPA: 3.9

BARUCH COLLEGE, New York, NY