



Michael Oleksak has over twenty-five years of experience as an executive in finance, marketing, sales and strategy. Companies in numerous countries have trusted Mike to make a difference in challenging situations over the years—to make the sales—to build the teams—to create the successes that build momentum for their organizations. He brings energy, enthusiasm and laser-like focus to everything he does.

Michael Oleksak, CMC

Michael is a co-founder of Trek Consulting where as both a management consultant and a coach, he helps clients to grow their businesses. This combination is what sets Michael apart—he not only helps clients identify the highest value alternatives for their businesses, he also helps them make it happen. His clients include privately-held and public companies of all sizes. He has played significant roles in the growth of dozens of companies.

In addition to consulting, Michael is an energetic speaker and author on topics related to strategic customer conversations, growth and value creation. He has taught seminars in Strategic Thinking through Northeastern University School corporate training programs. He writes a monthly column on Strategic Action and has been published internationally in *The Handbook of Business Strategy*, *Executive Excellence*, *Mass High Tech* and *M&A Today*. In the 1990's, he also co-authored a book with Mary Adams entitled, *Beisbol: Latin Americans and the Grand Old Game*.

Prior to Trek, Mike built a Latin American business for the PORTIA group at Thomson Financial. He directed a sales team in Mexico, Brazil and Argentina that quadrupled the installed base in Latin America and built new alliances for Thomson in Latin America.

He began his career as a commercial lending officer for Bank of Boston. Over the course of seventeen years, he contributed to the growth of clients ranging in size from middle market to multinational corporations. He has lived and worked in South America, Europe, the Caribbean, California and Boston, experiencing first hand the Falklands War, inflation, currency devaluations and lots of business cycles.

Michael is a graduate of Brown University. He is fluent in French and Spanish and has a solid foundation in Portuguese. He is President of Save Popponeset Bay, on the Board of A Better Chance (ABC) in Winchester, MA (www.winchesterabc.org), and serves on the Membership Committee of the Boston Chapter of the Association for Corporate Growth (www.acgboston.org). He is also a founding member of the Exit Planning Exchange (www.exitplanningexchange.com), a group focused on training professionals to help business owners achieve successful exits. Michael and his partner Mary are pioneers in the U.S. in the field of Intellectual Capital.

Phone: 781.729.1008
oleksak@trekconsulting.com