

SITUATION

Northrop Grumman IT (NGIT) sought Hilary's services for growth strategies, tactics, motivation, and specific business development initiatives across the enterprise.

DELIVERABLES

Delivered keynote at executive retreat for over 200 leaders to lay out approach. The keynote was followed by boot camps, working sessions, and specific bid consulting across each sector to implement business development growth strategies and tactics.

RESULTS

Tangible growth in each sector, major client wins, improved BD skills across technical disciplines, energized and empowered professionals.

NORTHROP GRUMMAN

*"Hilary hit it out of the park at our senior executive retreat. **She managed to keep over 200 executives captivated with top notch advice for almost two hours.** I've never seen so many engineers have so much fun while learning so much. **She is edutainment** with an emphasis on the educational content but because all my execs also had fun they are still talking about the session many weeks after our off site. **Her attitude and passion are contagious.**"*

Jim O'Neill
President

*"Hilary worked closely with me and my team to develop an outline for the UK business opportunity. **She was highly responsive, efficient, and very effective in her delivery.** Her work positioned us to eventually win a significant piece of business, gaining us a foot hold in the UK in a previously unpenetrated sector. We hope to work with her in the future."*

Joe Penarczyk
VP, International Marketing

*"**Hilary's proven approach to customer interface is an absolute game changer—her intuitive methods and user-friendly delivery put the "how" into client relations like none other I've experienced in my 38 years of service** and interaction across the Defense Industry... her ways must become an NGC Best Practice."*

Robert 'Bob' Shows
USAF Strategic Account Lead

"I retained Hilary to deliver critical feedback that many in my group would not like but that we need about our strategic and tactical approach to our booth. Her delivery and presentation was most professional, she did exactly what I wanted, when I asked for it and was extremely well received by my entire team."

I would hire her again tomorrow."

Lee Barnes
Corporate Lead Executive for Orlando

*"**Hilary helped our sector with customer relationships and strategies via her boot camps.** She also specifically focused on trade show strategy and has also **provided valuable mentoring and advisory services related to our customer focus helping our people to improve their people skills.** This has resulted in a number of wins for us."*

Sean Mullen
Vice President, Business Development