

Jeff Wolfberg **CEO Focus of the Carolinas**



Jeff is president of CEO Focus of the Carolinas, a business advisory company for closely held and family owned businesses. Jeff works closely with business owners and leaders to help them to build value and take their businesses to the next level. Jeff provides coaching and consulting in a manner that allows his clients to learn as they work together so that when there is a next time for them, they will be able to go it alone. His workshops and seminars on best practices, building business value and growing revenue are well attended and highly regarded for their content and motivational value.

Knowing and understanding the issues of business owners, leaders and managers, Jeff shares with them the benefits of his 30 plus years' experience as a business leader. He has led small and middle market companies including start-ups, turnarounds, mergers, acquisitions and integrations in industrial, consumer and commercial markets. He is often called upon to advise and assist buyers and sellers in their transactions.

After growing up in a family business, Jeff led companies from start-up to as many as 2000 employees and \$400 million revenue. He launched two start-up companies and built them into industry leaders. He has successfully turned around and transformed several companies improving their business models, organizations, sales and marketing functions and preparing them for sale.

Jeff is highly skilled in sales and marketing conceiving and executing highly successful growth strategies as well as lean enterprise, six sigma and transformational leadership and using these tools among others to make major operating and performance improvements. Jeff has also created new business models, built new distributor networks and launched several major new product lines.

Jeff has a BSBA from Miami University (Ohio) and an MBA from the University of New Hampshire. Jeff has served on several boards of directors and advisors. As a result of his experience and expertise, Jeff also guest lectures at Universities and trade groups.