



Michael B Packard

In late 1999, Michael created his own consulting firm, TransCat Consulting, helping organizations “make change that matters.” Michael focuses on overall executive consulting, leadership development, and strategic planning, but offers a wide range of organizational, functional and tactical expertise. Clients have come from numerous industries, including optical retail and manufacturing, high-tech coatings, equipment development, software development, wholesale furniture, consumer products manufacturing, public school districts, high-tech product development, managed vision care, pharmaceutical marketing, credit card start-up, and on-line coaching. Michael also has served as interim-CEO or President for several client organizations.

Professional Expertise/Services

Michael is a proven executive with an extraordinary range of experiences in technical and non-technical environments, manufacturing and retail, large organizations and start-ups. His professional background includes leadership positions and responsibilities for consumer and industrial products manufacturing, marketing, merchandising, buying, distribution, facilities construction & maintenance, legal, government relations, human resources, information systems, store operations, and business unit leadership. Michael has led the development of start-up business units in retail concepts, technical products and equipment manufacturing, and managed vision care. He also did a detailed in-country study to develop optical retail and wholesale strategic alternatives in China.

Recent Assignments

- Champion Windows Direct – Board of Directors and marketing consulting
- Physicians Interactive Holdings – executive coaching (CEO, President, plus several others), business process improvements, organization development, and Leadership Challenge throughout the organization.
- Archdiocese of Cincinnati – strategic planning for the inner city student fund raising department

Education and Professional Affiliations

Michael's education background is a blend of technical, business, and organizational studies. He has a Chemical Engineering Degree (Bucknell 1970) and an MBA (Virginia 1972). Continued education includes the Change Leadership Program (Wharton) and the Retail Executive Program (Harvard). Michael developed and facilitates unique workshops in areas such as *Conflict Management*, *Communicating to Get What You Want*, *Strategic Planning*, *Priority Setting and Action Execution*, *Time/Life Management*, *Project Management*, *Human Relations – a Complete Strategic Model (including compensation and evaluation processes)*, *Leadership Development*, and *The Leadership Challenge workshops*.

Contact Information

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