

Dr. Andy W. Neillie, CSP

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Speaking, training, coaching and leading teams have characterized the past 20 years of my career. I currently work as a corporate trainer and conference speaker, traveling weekly to present workshops on leadership and sales topics for Fortune 500s, small and mid-sized companies, and non-profit organizations. By combining my background in leadership and sales with strong speaking abilities, I am able to motivate clients and audiences to take actions that benefit them and their organizations.

Professional Experience

Speaking, Training and Coaching Experience

- **Neillie Leadership Group**, Austin, TX; www.NeillieLeadership.com (2004 - Present)
 - **President.** With more than 5 million frequent flier miles, I've circled the globe working with business leaders. The *Neillie Leadership Group* offers keynotes, workshops and coaching, all targeted toward advancing a leader's effectiveness. Recent clients include Cisco Systems, the City of Phoenix, the Produce Marketing Association and the Blueridge Leadership Conference
- **Richardson**, Philadelphia, PA; www.Richardson.com (1999 - Present)
 - **Senior Training Consultant.** I travel weekly to deliver sales, leadership and negotiations training and keynotes for Fortune 500 firms, helping them to maximize sales and management effectiveness. Recent clients include Chevron, First Data, Google and PwC.
- **Concordia University Texas**, Austin, TX; www.Concordia.edu (2013 - Present)
 - **Adjunct Faculty Member.** I teach several leadership courses for Concordia's MBA program.
- **Slap/Seize the World**, San Francisco, CA; www.slapcompany.com (2006 - 2009)
 - **Senior Trainer and Executive Coach.** I assisted this leadership development firm with both workshop presentations and one-on-one executive coaching for its clients. Clients included Microsoft, McAfee and EMC.

Leadership and Sales Experience

- **Aqua-Tots Swim Schools of Central Texas**, Austin, TX; www.Aqua-Tots.com (2009-Present)
 - **Owner.** My wife and I own four franchise territories in Austin, San Antonio and Fort Worth for this innovative year-round indoor neighborhood swim school. We have four schools open, with plans to open several more in the next 4-6 years. Our staff serves as many as 3,00 children weekly, teaching water safety and swim lessons. As owner, my primary responsibility is to invest in the leaders for our growing team of more than 50 managers, customer service reps and swim instructors, providing vision, accountability and guidelines for our growing schools.
- **Cellular Express**, Tempe, AZ (1998-1999)
 - **Sales Manager.** Regularly meeting and exceeding monthly and quarterly sales quotas, I managed an inside and outside sales force for this business-to-business and business-to-consumer cellular phone provider.
- **The MentorSource Training Corporation**, Mesa, AZ (1996-1998)
 - **Vice President of Sales and Marketing.** I sold, trained and mentored senior management for this OSHA compliance training and equipment provider for chemical businesses and municipalities. During my tenure, the firm's territory expanded from the Phoenix metropolitan area to become a leading provider of OSHA compliance certification across the Southwest.
- **Phoenix Seminary**, Scottsdale, AZ; www.PS.edu (1993-1995)
 - **Director of Student Services.** I served on the senior leadership team for this innovative graduate theology school during its start-up phase and initial accreditation process. My responsibilities included marketing and promotions, local and national advertising, local church and community outreach, face-to-face student recruitment and direct mail campaigns.
 - **Adjunct Professor.** While at the seminary, I taught personal development and ethics courses. Classes included *Contemporary Moral Issues*, *Developing Leaders who Develop Leaders*, *Balancing Life's Demands* and *Nurturing Your Family*.
- **Communication Partners, Inc.**, Phoenix, AZ (1987-1993)
 - **Vice President and General Manager.** My responsibilities for this high tech public relations consultancy included new business cultivation, direct client support, staff and budget oversight, and long-range planning.

Educational Background

- **Doctor of Ministry**, Phoenix Seminary, Scottsdale, AZ
- **Master of Divinity**, Western Conservative Baptist Seminary, Portland, OR
- **Bachelor of Science**, Northern Arizona University, Flagstaff, AZ

Personal Information

- I have been married since 1980. My wife Lynn and I have one daughter, Drew, born in 1991. I am active at my church and enjoy fitness activities, water sports, reading, traveling, and spending time with my family.
- In 2008 I published *The Golden Principles: Life and Leadership Lessons from a Rescued Dog*, which is a warm-hearted and practical reflection on personal and organizational leadership, built around stories of a dog my family adopted.
- In 2009, I was awarded the *Certified Speaking Professional* designation from the National Speakers Association, which is the highest earned recognition available from the NSA, acknowledging expertise in speaking, training and public platform skills.