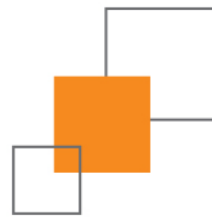


# GLOBAL CAREER EXPERT FORTUNE 500 CORPORATE VETERAN



## Dana Manciangli

CUT THE CRAP, GET A JOB



SPEAKER



AUTHOR



WORKSHOP HOST



COACH



[www.danamanciangli.com](http://www.danamanciangli.com)

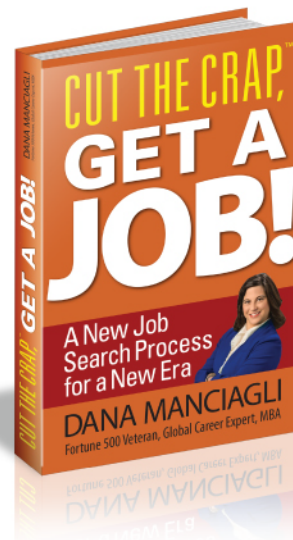
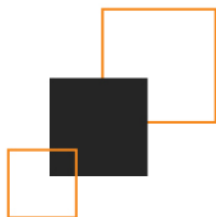
*Dana Manciangli is the author of*

### **CUT THE CRAP™, GET A JOB! A NEW JOB SEARCH PROCESS FOR A NEW ERA**

*(2013, Authority Publishing) and has spoken about a number of career topics for decades:*

- College Graduate through Senior Executive Job Search Trends, Techniques and Innovative Processes
- Career Growth, Career Changing
- Networking Trends, Techniques and Innovative Processes
- Women in Business, Women in Technology

Dana has over 100 YouTube videos on her topics, is an active blogger, tweeter and contributor to multiple professional websites. She has been featured on **Forbes.com** and is sought after as a career expert on TV, radio, podcasts and print.



## DANA'S MESSAGE AND DELIVERY



*It's a new era in Job Search and Career Growth so you need to change your game! Technology is changing around you and you need to learn new networking, job application and interview skills to improve your odds. Learn how a Hiring Manager is watching your every move.*

**Associations, Conferences and Conventions.** Looking for a new inspirational speaker with a hot, exciting topic? Dana's programs are perfect for keynote and general sessions, adding fresh ideas and buzz to your conference experience.

**Entrepreneur, Small Business Events.** Do you need to inspire, educate and bring your audience up to date? Are they struggling with core business challenges like networking, growing careers and growing businesses?

**University/College Workshops.** The topics Dana delivers are NOT generally taught in the normal curriculum, nationally or internationally. Ranging from speeches to hands-on workshops, our future generation of leaders needs to hear Dana's message.

**Military Bases.** Re-entering the job market, changing careers, stay-home parents getting back to work: they all need supportive coaching NOW. Dana will deliver On-site or web-based workshops, speeches, and step-by-step assistance.

## "DANA IS A COMBINATION OF SUZE ORMAN AND JILLIAN MICHAELS FOR CAREERS AND JOB SEARCH"



**Ideal audiences include:** college students through senior executives, association members, small and medium business owners, salespeople, freelancers, military, women, job seekers of all kinds, and hiring managers.

*"I really appreciated your presentation 'Cut the Crap': Get a Job'. I teach a class to our graduating students on careers and I thought 'That's someone who thinks like me!' So this is a thank you for confirming that I am on the right track with my students.*

Judith, ITT-Tech

*"Dana Manciangli's 'Cut the Crap, Get a Job' was a concise, easy to follow seminar, which eliminated extra items that can often lead to procrastination. Her 'Cut the Crap Job Tracker' was an invaluable tool to fit your resume to a specific job. It was wonderful to hear job search and networking advice from a Fortune 500 executive who reviews a high number and variety of candidates. Dana's no nonsense approach with a great sense of humor, made her very approachable and left you feeling like you could connect with Dana outside of the seminar. I highly recommend participating in Dana Manciangli 'Cut the Crap, Get a Job' so you too can compete for a new job and win."*

Sean Buchanan – Organizer of University of Washington seminar

*"Dear Dana Manciangli, I really want to thank you for yesterday's presentation and for that huge amount of positive energy you charged me and the rest of auditorium with. The "Law of 3", "Don't be a user", "Crafting and Memorizing my Goals" and "Recording all points of contacts" are only few of techniques I have learned last night. From now on, I will use your strategies in my job search. Thank you again!"*

Student, University of Washington MBA

*"Dana Manciangli, thanks for the many gifts you gave us last night. Your passion is readily apparent and much appreciated. You are Spot On with all your counsel. As a former Marine Corps officer, I love your "Drill Sergeant" fervor and wish you only greater success with all your future plans. Thanks again for all that you so liberally offered up for us last night."*

JB, Ex-Marine Corp.

*"Dear Ms. Manciangli, thank you for the wonderful presentation. I could not agree more on the ideas you shared because I believe I'm the best example of what you were sharing. I have a fairly decent job but please accept my sincere appreciation."*

RG, Job Fair attendee

*"Thank you for the great presentation. I learned that I did many of the "don'ts" that were presented. I think I have more tools now at my disposal to help in my future job search."*

Gary, Senior Executive

### PAST AUDIENCES

Dana has spoken for a wide variety of organizations. Below is a partial list

Washington Technology Industry Association  
University of Washington – MBA & Alumni,  
Creative Freelancer's Conference

Microsoft Women's Conference  
(6,000 women) - Networking,  
City University, Undergraduate,  
MBA, Alumni

## DANA'S SPEAKING AND WORKSHOP TOPICS



### **CUT THE CRAP™, GET A JOB! A NEW JOB SEARCH PROCESS FOR A NEW ERA**

This dynamic and motivating keynote presents a clear, direct and practical coaching session on winning job search strategies. Dana introduces innovative tools and techniques that will inspire the audience to not only think about their careers differently, but actually do something different the next day. Her unique approach is based on years of experience as a hiring manager in Fortune 500 corporations, and interviewing, hiring or coaching thousands of job seekers for over 30 years.

### **CUT THE CRAP, NETWORK FOR SUCCESS! A NEW NETWORKING PROCESS FOR A NEW ERA**

Networking for long term relationships for personal growth, career growth or business growth and selling is a topic relevant to virtually every audience. While everybody “gets” they need to do it, Dana teaches them how, addresses the excuses preventing people from networking, and helps them avoid common pitfalls. Dana’s approach is clear and she delivers a process that every audience member will take away and use. She is called “the queen of networking” and gives her recommendations openly and with passion.

### **FAST-TRACK YOUR CAREER – PERFORM AND BE ACCOUNTABLE FOR YOUR FUTURE**

Learn simple but powerful strategies that can help audiences of all types: entrepreneurs, college graduates through senior executives, diverse organizations focused on women, military, ethnic organizations and much more. Dana’s no-nonsense, take-accountability and get-focused recommendations are inspiring, unique and current with today’s environment and filled with practical advice.



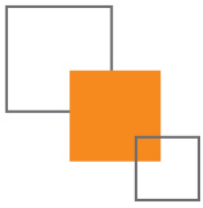
### **WOMEN AND CAREER OPPORTUNITIES – WHAT’S STOPPING YOU?**

Dana is passionate about developing women’s careers, helping them meet their life’s dreams, and handling challenges along their journey. The strategies presented in this powerful session are practical, inspirational and useful to women of all cultures, generations and experience. Women returning to work, re-entering the workforce, changing careers, glass ceilings and more are critical topics that Dana is prepared to discuss. No theory or data . . . just dos and don’ts, solutions and practical guidance.



### **SALES AND MARKETING CAREERS – KEYS TO SUCCESS AND ENJOYMENT**

After a very successful 30-year career in sales and marketing in Fortune 500 corporations and a fast-growing start-up, Dana is passionate about providing her key insights, ranging from mistakes, highlights, recommendations and stories. Let’s tailor this topic to your audience and make it great! Dana’s experience: GM of Worldwide Sales at Microsoft; VP of Worldwide Marketing at Kodak, VP of Sales; Marketing and Business Development at ImageX, an early forward-looking ecommerce company; and Sales at IBM.



# Dana Mancigli

CUT THE CRAP, GET A JOB



## WHY YOU SHOULD HIRE DANA MANCIAGLI

Dana Mancigli has given hundreds of keynote speeches, workshops and seminars and was a spokesperson for Microsoft and Kodak around the world. She has spoken to audiences up to 19,000, is media trained, and is fluent in Spanish.

Based on your specific event and budget, Dana can customize a presentation that will compliment your agenda, inspire your audience and leave them with practical, action-oriented advice for their next steps.

## DANA'S SPEAKING STRENGTHS INCLUDE THE FOLLOWING:

**LARGE PORTFOLIO OF CONTENT:** Dana's presentations are well known to include lots of content. Her topics are well-researched and presented in an organized, step-by-step, comprehensive manner. Attendees are always amazed at the amount of information conveyed during Dana's presentations, and they leave wanting more!

**PRACTICAL, CURRENT AND USEFUL TO BROAD AUDIENCES:** Dana has a unique background, coming from a 30-year career with Fortune 500 corporations such as Microsoft, Kodak and IBM for 30 years. She brings her deep understanding of trends, best practices and proven solutions to every audience. She provides real life examples and has the technology tools available on her website for all to download after a presentation or workshop.

**RELEVANT AND EASILY UNDERSTOOD:** Dana is skilled in modulating her style to diverse and global audiences, speaking clearly, using visuals, and pausing for clarifications. She relates to the audience, draws them into her dialogue, and tells stories that make the topics clear.

**UNTHREATENING COMPASSION AND HUMOR, COMBINED WITH A DIRECT APPROACH:** With great eye contact, audience connection and smiles, Dana is also non-nonsense, clear and confident. She shares stories and advises on "dos, don'ts, tricks and traps" but always delivers the solutions needed.

## CONTACT

**For scheduling details, please contact:**

**Website blog:** <http://DanaMancigli.com>  
**LinkedIn:** <http://linkedin.com/in/DanaMancigli>  
**Twitter:** <https://twitter.com/DanaMancigli>  
**Facebook:** <https://facebook.com/DanaMancigliCareerCoach>  
**YouTube:** <http://youtube.com/user/CutTheCrapGetAJob>  
**Pinterest:** <https://pinterest.com/DanaMancigli>  
**Google+:** <https://plus.google.com/b/106167442167068566394/>  
**RSS:** <http://danamancigli.com/feed>

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