

## Gary Shallo

### Career Coach



**"It often seems like every time we blink our eyes, five years goes by. So, let's take the time now to really figure out what we would like the next five years to look like."**

Gary has four decades of experience managing products and people in the United States and around the world. He has worked in over thirty countries and lived in Central Asia on assignment in the office equipment and power protection industries. Throughout his career, Gary has focused on training, coaching, and mentoring his employees to achieve their full potential.

### Key Areas of Career Expertise & Accomplishments

Gary began his career at the Xerox Corporation in sales and management and progressed to the international markets; creating distribution channels throughout Latin America and managing direct sales in Turkey and channel sales in Asia Minor. As Vice President of International Sales and Major Accounts for Ametek, he worked with the US Export Service to create new markets and joint ventures in Eastern Europe, Asia, North Africa and the Middle East.

As a senior executive, Gary interfaced with major corporations including IBM, Sharp, Tech Data, Honeywell and Grainger. He was instrumental in the hiring, training and development of hundreds of employees in virtually every function of domestic and global operations.

Over the last several years, Gary has focused his attention and experience on helping colleagues and candidates find new careers or start new businesses. Most recently, he has brought that expertise to Bravanti to assist during the pandemic and help those seeking exciting new opportunities.

### Education & Credentials

Gary has degrees in both English and Communications and participated in the executive training program at Columbia University. He also attended Istanbul University while living in Turkey as part of his international studies and is a former member of the US Export Counsel of North Carolina.

### Coaching Philosophy

Based on his belief that anyone can get a job, Gary is more focused on helping candidates find what they truly want to do; something that is more than a paycheck but resonates in the heart.