



Mike Hawkins

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About Alpine Link

Alpine Link Corporation is a boutique consulting company providing specialized consulting, coaching, speaking, and training services for corporations, organizations, and individuals. Alpine Link delivers high-impact services through an approach that blends practical experience, contemporary behavioural science, thought leadership, and interactive learning.

Alpine Link has three areas of specialization:

- Leadership Development and Self-Improvement
- Sales Performance Improvement
- Business Improvement, Organizational Change, and Operational Excellence

MIKE HAWKINS is award-winning author of *Activating Your Ambition: A Guide to Coaching the Best Out of Yourself and Others*, author of the *SCOPE of Leadership* six-book series on coaching leaders to lead as coaches, and president of Alpine Link Corporation. Mike is a seasoned executive coach, management consultant, author, speaker, and college lecturer. He is considered an industry thought leader on leadership, consultative selling, self-development, and business improvement.

Over Mike's management career, he held several senior leadership positions. He held the position of executive vice president and general manager for a global consulting company. He held the position of general manager of a global systems integration company. He held several executive sales and marketing positions for a global manufacturing and IT services company. Prior to management, Mike was a successful salesman and engineer. He uniquely works at a detailed technical level, in the realm of business and strategy, and in the human behavior domain.

Mike's senior leadership experience, successful track record in turning around underperforming businesses, willingness to tackle tough assignments, and cross-domain thought leadership give him a practical perspective that makes him a sought after authority. He truly understands not just what to do and why to do it, but how to do it. Over his career he has coached hundreds of executives and trained thousands of people. He has a talent for overcoming complex issues and is credited with developing numerous frameworks that advance understanding of: management coaching, self-directed development, leadership development, business operations, strategic planning, consultative selling, team collaboration, and interpersonal communications.

Mike advises mid-size and Fortune 100 clients in a variety of industries including information technology, construction, engineering, manufacturing, and financial services. He coaches CxO level executives as well as mid-level managers.

Mike has a Bachelor's of Science in Mechanical Engineering from the University of Texas at Arlington and completed a one year advanced management program in conjunction with the Harvard Business School.

When not working, Mike spends time snow skiing, mountain biking, hiking, motorcycle riding, fitness training, golfing, traveling, wine tasting, and wood/metalworking.