



Leadership Development Program

**Advancing Your Key Employee's
Professional Development**



Inside

▶▶▶	Challenge/Benefits	3
▶▶▶	Program Overview	4-5
▶▶▶	Modules - At A Glance	6
▶▶▶	Our Team/Your Instructor	7
▶▶▶	Contact Us	8



Challenge

The system integration industry has distinct project management needs, but smaller companies often struggle to identify and train potential leaders. As a result, individuals are frequently promoted without adequate training, leading to frustration and challenges in succeeding in their new roles.

Benefits

This program goes beyond basic management training, offering experienced project and technical managers the opportunity to enhance their skills and accelerate their career advancement more effectively than through on-the-job experience or self-directed learning.



A woman in a brown jacket stands at the front of a meeting room, presenting to a group of people seated around a table. A whiteboard with diagrams is visible behind her. The room has large windows and indoor plants.

Exotek's Leadership Development Program

Our program helps emerging leaders develop essential skills for career growth and organizational success. Using a modular approach, experts offer guided instruction, educational resources, peer learning, and practical application to enhance both hard and soft skills, preparing participants for their next roles.

Program Details

Embark on your journey to accelerate your career!



Duration

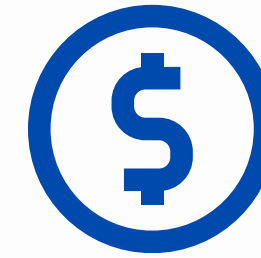
September 2025
through August 2026



Where

Virtually 1x / Month
In person 2x / Year

In-person training dates and locations
to be determined.



12-Month Fee

\$6,000 USD / Individual
(group discounts available)

Not included in program fee:

- \$200-\$300 / Individual - Recommended Educational Materials
- Individual / Group Travel Expenses (In-person modules 2x/year)

Program Modules - At a Glance

Each module combines pre-work, guided instruction, group participation, and practical application exercises.

1 Leadership Essentials for Projects and Business (Virtual)

2 Strategic Thinking and Visionary Leadership (Virtual)

3-5 Developing Emotional Intelligence (In-Person: Day 1 AM)
Effective Communication and Influence (In-Person: Day 1 PM)
Decision Making and Problem Solving (In Person: Day 2 AM)

6 Building and Leading High-Performance Teams (Virtual)

7 Stakeholder Engagement and Management (Virtual)

8 Project Tracking and Controls for Business Impact (Virtual)

9 Project Risk Management for Business Impact (Virtual)

10 Project Change Management for Business Impact (Virtual)

11 Innovation and Continuous Improvement (Virtual)

12 Sales Methodologies for Project-based Businesses (Virtual)

13 Ethics and Corporate Responsibility (Virtual)

14 Performance Management and Accountability (Virtual)

15-17 Leading Organizational Change (In-Person: Day 1 AM)
Corporate Finance 101 (In-Person: Day 1 PM)
Developing a Leadership Growth Plan (In Person: Day 2 AM)

Our Team

The Exotek team has hands-on experience in engineering and control automation. Our consultants have owned integration firms and managed large-scale projects, giving us a deep understanding of your business and industry, which we leverage for your benefit.

[Learn more about how we help build better integration companies.](#)

Your Instructor

Jeff has 25 years of experience as a leader with Interstates, Inc., where he helped establish the PMO and grow their systems integrator business from 30 to 300 employees. He also has 15 years of leadership experience in the Power Systems industry as a Client Services Manager, Project Manager, and Operations Manager.

[Read Jeff's full bio online.](#)



TAKE THE NEXT STEP

Contact Us

Jeff Miller

 605-366-2087

 jeffmiller@exotek.com

 www.exotek.com

