

Professional Biography for Jerry King

Jerry trained as an engineer, then focused on consulting, and grew to become a business leader. His B.S.–Engineering degree came from Illinois Institute of Technology and his M.S.–Management from Aurora University. He quickly progressed from technical roles to leading projects and taking management roles for technology and business programs. Business development roles followed, focusing on global corporations and Fortune 200 clients.

Jerry spent much of his career in leadership roles with major corporations, where he worked to serve other major corporations. Previous employers include: Hewlett-Packard, Battelle Memorial Institute, Rockwell International, and Unilever; clients he has served include: Procter & Gamble, Owens-Corning, Ford, U.S. Air Force, Caterpillar, Johnson Controls, Schering Plough, Best Foods, Michelin, Johnson & Johnson, Nabisco, and Shell Oil.

Jerry's early work focused on specifying, selling, and delivering technology-based solutions and managing the process impacts of these sophisticated systems on organizations. His later work extended to the human side of organizations, including how individuals and teams are: selected, organized, trained, chartered, and equipped to achieve their greatest level of effectiveness. Technology was usually a large factor in these efforts. However, the people involved and their mission, approaches, attitudes, and ability to solve problems became other key factors in his work. Jerry seeks to balance business, human, organizational, and marketplace elements with his clients.

By creating ABBA Enterprises Unlimited, Inc. (ABBA), Jerry positioned himself to concentrate on opportunities with Small and Mid-Sized Businesses (SMBs) bringing a group of business advisory services and solutions to clients desiring to strengthen their organizations and capabilities. Focus areas are: business coaching, strategic consulting, marketing and sales services, plus performance assessment, training, and mentoring for individuals and teams.

To enhance his capabilities in these areas, Jerry became accredited by the Institute for Independent Business International (IIBI), a not-for-profit research, training, and accreditation organization, providing "practical advice that works" to businesses across many industry areas.

Using ABBA Enterprises, other IIBI resources, and proven partners, Jerry can also form, highly capable professional teams that provide business advisory services, in depth consulting, and viable solutions to:

- plan for and grow strategically
- increase the efficiency of organizations
- increase profitability
- improve market penetration
- satisfy demanding clients
- optimize use of human capital

Jerry allied ABBA Enterprises with Profiles International to offer their suite of personal assessment tools and leadership development strategies. These help clients to optimize the "employee's total life cycle" from pre-hire status through retirement. To these, Jerry adds his own unique capabilities in consulting, coaching, and mentoring.

ABBA Enterprises bridges the "people/technology" gap by bringing a unique training solution to the marketplace, Optimal Office™ from Logisens Corp. This system's patented technology applies to staff that are frequent users of PCs. Optimal Office uses sophisticated training methods to reduce the effects of stress on employees. This reduction opens the door to enhanced health and productivity, reduced absenteeism, plus lower insurance and medical costs.

The Christian Business Network – USA contracts with ABBA Enterprises for strategic development and advisory services. Also, Jerry served for two years as Executive Director of the organization, headquartered in Columbus, OH.

Jerry is an accomplished public speaker, having presented in many professional forums. He is also an author of various professional articles. He has been a featured columnist for a national trade publication.

Strategic Business Partner:



Jerry King is an
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