

Matt Arny

Developing People and Organizational Culture

– Vision – Leveraging Differences – Making Decisions

# THE ARNOLD GROUP

September 23, 2022

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# Naval Aviation – Background and Professional Development

F-14 Tomcat



F/A-18 Super Hornet



Leadership through TG: Maverick





# Top Gun: Maverick Production

## Leadership Observations

- 1 – Developing, Communicating, and Driving an Informed Vision
- 2 – Lead by Leveraging Differences
- 3 – Make Timely Decisions While Managing Risk

## Leadership in Action





# Be Observant and Value Your Experiences

## Leadership Observations

- 1 – Developing, Communicating, and Driving an Informed Vision
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## Leadership in Action



# Strategy consultants accelerating growth in B2B tech companies

## Who We Are

Arnold Group Staff have 5-10 years with top-tier Management Consultancies (McKinsey, Booz, BCG, Bain) and 5-15 years corporate management / entrepreneurial experience

## Partners



Carl Albrecht



Siofra Kiernan



Michael Spencer



Jim Neuburger

## What We Do

### Go-To-Market (GTM) Design Specialists

- Customer/Product/Market Strategy
- Packaging and Pricing
- Sales, Partner and Success Model Design
- GTM Operations
- SW/SaaS/Managed Services

## Whom We Work For



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