Highlights

Extensive leadership experience across the disciplines of sales, marketing, and S&OP

6 time Chairman's Club winner

Winner of the Eastman Kodak "Excellence in Management" award given to only 5 out of 100 eligible recipients

USSC National C licensed soccer coach

Married for 36+ years and blessed with 4 children and 6 grandchildren, and counting…

Senior Consultant

Ray DiCenzo

Rochester, NY

For the past 38 years, Ray has been a principle-centered, results oriented leader with demonstrated success in leading teams to new levels of breakthrough performance.

Joining FranklinCovey in 2013, Ray has focused on working with organizations and their executive leadership teams across several industries to transform their cultures and achieve breakthrough performance, leveraging FranklinCovey's award-winning frameworks and solutions. His passion and focus lie in optimizing organizational performance and effectiveness at every level. He has consistently demonstrated the ability to quickly gain an in-depth understanding of complex challenges and opportunities and lead the development of an effective and pragmatic approach to implementing a path that results in measurable and long term success.

Ray began his facilitation experience in 1991 as lead instructor for a Fortune 50 company. Since 1994, he has held several diverse leadership positions including Regional Sales Manager, Director of Global S&OP, Sales Vice President and most recently Managing Director at FranklinCovey.

Education & Certifications

- B.S. Management and Information Systems
- Six Sigma Green Belt

What learners say about Ray...

It is clear Ray knows the complex sales process very well. His persistent and resilient attitude differentiate him among other professionals in his space.

Ray is a Thought Leader in the increasingly demanding world of Sales and Marketing. Today's markets demand new techniques and Ray delivers.

Ray's strategic clarity of thought, intellectual horsepower and fearless creativity helped us achieve great results.