

Biography

G. Thomas Herrington

Managing Senior Partner & Lead Author of Cracking the Code to Leadership

Prior to joining The PAR Group, Senior Partner Tom Herrington spent over ten years in operations, training and sales management at IBM. During his tenure at IBM, Tom was a National Accounts Marketing representative in Chicago, where he handled \$40 to \$50 million projects and contracts for the public-sector clients that included the City of Chicago, Chicago Public Schools and Cook County.

He also worked as the IBM Marketing Manager for the State of Illinois and the IBM Senior Consultant for California and Arizona. Tom's experience at IBM also included work in the company's training and educational group, where he designed and implemented a financial criteria training program.

Part of The PAR Group since 1993, Tom has consulted and presented the PAR program to numerous corporate clients including such Fortune 500 companies as Honeywell, Microsoft, FirstEnergy, Thomas Cook, IBM, Fidelity, UPS, PPG Industries, TLC Laservision, Western-Southern Life Insurance, Sunlife Clarica Insurance, Lawson Software, Epicor, Cleveland Clinic, CGI and American Management Systems.

In addition to delivering seminars across the United States, he has traveled and consulted with clients on five continents and trained people from an African chieftain to corporate executives to entry-level employees on the PAR skill set. He has delivered multiple PAR Sessions in the Netherlands, United Kingdom, France, Sweden, Germany, Mexico, Cyprus, Singapore, Australia and New Zealand.

Tom, who has his MBA from the University of Georgia, is a sought-after speaker demonstrating the 'how to' of influencing and leadership in the context of the audience at industry and management conferences, including being key note speaker at conferences for the Six Sigma Conference in Atlanta, Georgia, and Thomas Cook in Cancun, Mexico.

