

# GREG FORTE



## Education

### **1972 Graduate of Thomas W. Harvey High School**

- All-conference captain of the football team, two year starter on one of Harvey's most successful basketball teams, and a member of the baseball and track teams
- Member of Leaders' Forum and Central Committee
- Vice-President of the Student Body and Chief Justice of the Student Court

### **1973 - 1974 - Attended Wittenberg University**

- Member of the national championship football team during his sophomore year

### **1976 Graduate of Bowling Green State University, Bachelor of Arts, Business**

## Career Service - Professional Experiences in Managing, Leading, and Developing Growth Strategies: Pathfinders Management Performance International Consulting

- Consultant
  - Enabled organizations to drive strategic growth with improved work systems, more efficient operations, training, and organization development

## **National Underground Railroad Freedom Center**

- Director
  - Delivered record revenue and endowment growth while significantly reducing operating costs

## **Procter & Gamble Company**

- Senior Executive
- Operations Leader for North America
- Customer Business Team Director
- Category National Sales Manager
- Senior Sales Technology Manager
- District Sales Manager
  - Led teams, developed organization capability, and led technology development and strategic planning
  - Helped pioneer common corporate practices that are seen in many companies today: created customer teams, used data driven systems for decision making, and targeted selling strategies that resulted in a competitive advantage for Procter & Gamble

## **Entrepreneur**

- Owned three franchise operations in Detroit, Michigan
- Served as president of OE-DE Investment Group, which consisted of like-minded people focused on investing, uplifting the community, and enabling higher education for youth

## Community Service/Involvement:

- Active member of Crossroads Community Church where his family participates in massive outreach efforts like "Go Cincinnati," which provides a wealth of services to the local, national, and international community
- Parent leader in the Sycamore High School African-American Scholars Program
- Tutors underprivileged youth
- Coached youth athletic teams
- Member of Omega Psi Phi Fraternity
  - The organization's purpose is to attract and build a strong and effective force of men dedicated to its cardinal principles of manhood, scholarship, and perseverance
  - Members are recognized as leaders in the arts, academics, athletics, entertainment, business, civil rights, education, government, and science fields
- Continues to give back to Painesville youth by supporting events like the Annual Freedom Fund Dinner that raises funds for scholarships and creates programs for local high school students

## **Inducted:**

**Member of The Harvey Alumni Association**

**Distinguished Graduates**

**May 26, 2016**