



# Dragos Tranca

Executive coach and  
business mentor

## My Contact

✉ hello@dragostranca.com

☎ +1(609)284-8512 (US)

📍 Ohio, US / Bucharest, Romania  
/ Valencia, Spain

🌐 www.dragostranca.com

## Proven competences

- Leadership experience in a VUCA world
- Leading companies and people through times of transition
- Ability to drive change and deliver results
- Achieve rapid growth under tight deadlines

## Key differentiators

- Systemic thinking for a change
- Influence with integrity
- Buying facilitation
- Challenging the status-quo

## Education Background

- The Open University Business School, UK  
Master of Business Administration
- BA in Theology  
Bachelor of Arts, Theological Studies

## About Me

I am a professional executive coach and business mentor with 23 years of experience. I have implemented Leadership Development, Learning & Development, and Sales & Marketing consulting projects for more than 100 relevant companies in Europe and the US and helped 5000+ sales professionals, managers, top executives, and entrepreneurs navigate through the transition.

## Professional milestones

Executivo | Executive Coach & Professional Business Mentor

*May 2013 - Present*

Key responsibilities:

- Enhancing clarity, drive change, and help people, teams and organizations achieve tangible goals
- Guiding my clients on their transformative journeys, helping them achieve clarity for sustainable, long-lasting change.

Fathom Manufacturing (FATH) | General Manager  
*Dec 2018 - August 2022*

Key responsibilities:

- 8 digits P&L owner leading an industrial international plastic injection division part of a Private Equity backed company
- Led an innovative international business starting from a family-owned business stage, navigating the due diligence and acquisition process, followed by an accelerated consolidation with the rest of the companies part of the same Private Equity ownership portfolio. A new industrial brand followed, as well as a successful NYSE listing in 2021.
- Strong business growth and global customer service excellence during the pandemic while navigating the heavy supply-chain disruptions and highly VUCA global business environment.



✉ [hello@dragostranca.com](mailto:hello@dragostranca.com)

## Achievements

---

- 5000+ sales professionals, managers, executives, entrepreneurs positively influenced
- 3000+ hours of coaching and mentoring since 2005
- 142% highly profitable revenue growth in 4 years for a 8-digit international manufacturing operation

## Professional milestones

---

Evolutiv Consultants Network | Co-Founder | Board Member | L&D Professional | Executive Coach  
*Sep 2007 – Oct 2013*

Key responsibilities:

- Member of the Executive Board with P&L ownership
- Translated business priorities into actions
- Impacted clients' performance and achievement of service levels through focused team development initiatives, structured coaching, and targeted professional development
- Brought a positive contribution to a client's overall performance; enabled strategic goals execution through highly customized team development initiatives. Primarily used custom 360 assessments, MBTI, DISC, CPI 260, and Hogan tools.

## Licenses & certifications

---

- "Intelligent Leadership" Master Coach certification by John Mattone
- Certified "The First 90 Days" – Accelerate Transition Coaching by Dr. Michael D. Watkins
- "Coaching Fundamentals", Metasysteme by MCC Alain Cardone
- Certified Executive Coach, Lore International Institute (KornFerry)
- DISC Assessments, Thomas International by David Stanislaw
- ITOL Diploma in Training Management and Organizational Development
- "The Morgen Buying Facilitation Method / Facilitating Buying Decisions" by Sharon Drew Morgen