

Peter Niche Consulting and Coaching Services

With almost 40 years of leading organizations in financial, operational, ethical, and executive roles as an advocate for growth and new possibilities, Peter Niche is providing executive coaching and consulting to executives, business teams, and organizations that are committed to reaching their highest potential. Silver threads in Peter's professional career include his rigorous analytical and problem-solving strengths, as well as his strong communication and compassionate nature. These have been key to his innate ability to help others move forward in their relationships and areas where they may feel stuck or frustrated by not producing to their true intentions. Peter has responded to his calling to be in service to others by serving as a Deacon in his local parish. Working as clergy and serving the myriad needs of a large suburban congregation have strengthened his skills in guiding others to greater results and is quite congruent with his executive coaching services.

HIGHLIGHTS OF EXPERTISE

- Financial Reporting and Controls
- P & L Accountability
- Cost Reduction and Accounting
- Strategic Business Budgeting
- Succession and Retirement Planning
- Strategic Planning for Organizations
- Ethical and Socially Responsible Decision Making
- Management Retreats and Workshops
- Cash Flow Optimization
- Company Innovation
- Change Management
- Project Planning
- Operations Management
- Forecasting and Sales
- Human Resources
- Team Building and Leadership
- Employee Development

A brief biography of Peter's education, experience, and professional accomplishments are provided below:

Peter earned his BS degree at the University of Rochester, then began his career at a national charity as a fundraiser and within 3 months was moved to Buffalo, NY to manage the office there. He returned to Rochester as a restaurant manager and earned his MBA from St. John Fisher College. He found a home in manufacturing where he managed the inside sales and sales forecasting operations. He developed a rolling 5-year spreadsheet to track and forecast sales and inventories. His success there led him into operations management where he used that spreadsheet as the basis for factory schedules for several manufacturing locations. Using that schedule and the expertise of

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fellow employees, inventory levels were cut by 30% and on-time shipments rose to 92% during the busiest year the company had seen. Peter had a wide breadth of experience leading manufacturing operations and was able to significantly improve efficiencies, reduce cycle times, improve on-time deliveries, and reduce costs.

He began his own small business advising firm, where he worked closely with multiple family-owned businesses to create succession plans allowing the owners to focus on their operations and not on how to exit the business when the time was right. During that time, Peter was ordained as a Permanent Deacon in the Roman Catholic Church; clergy who work in the secular world but are called to serve others.

He moved into the technology arena where he trained small to mid-sized insurance companies to effectively use an operating software system to improve efficiencies and financial reporting. During that time, he completed the requirements for his Master of Divinity degree. Soon after he took the position of Controller for a \$95M insurance company in the Philadelphia, PA area with 5 offices on the east coast. He was responsible for the HR and Accounting departments along with dotted line responsibility for IT. He worked tirelessly to triple the reserves and reduce past due receivables to less than 6%.

In mid-2016, he became the Executive Director of his college Fraternity and worked to improve campus and alumni relations while encouraging more responsible member behavior. In late 2017, he decided to return to his roots and follow his passion of working with business owners and executives in small and medium sized companies. He is pleased to bring his vast business knowledge and consulting experience to the Niche Advisory Group as CEO and President.

Peter has led, built, and fostered key relationships, partnerships, and collaborative teams to create and deliver enterprise value and extraordinary customer and stakeholder service. His analytical and strategic thinking brings effectiveness and efficiency to operations, speed to new levels of results through aligned resources, and greater accountability within a focused work culture.

Known for his integrity, accountability, and innate ability to navigate and lead in volatile, uncertain, and complex environments, Peter is also appreciated by the executives, professionals, organizations, and individuals he serves for his expertise in:

- A visionary approach to creating possibility in outcomes beyond the current results and the underlying thinking and comfort of precedence.
- Presentations and communication that build and foster relationships as a trusted advisor and as a leader who provokes and evokes excellence in individuals, teams, and organizations.
- Integrity in relationships, business practices, and personal conduct that builds trust, credibility, and growth.
- Innovation enabling organizations to achieve breakthrough results.
- Communication in relationship building to foster collaboration and communication across all levels of the organizations and external partnerships.
- Decision making when presented with rapidly changing facts, effectively communicating and acting on time sensitive issues, information, and opportunities.
- Innovative development and presentation of workshops and symposiums.