

PROFESSIONAL PROFILE



Florence Amate
President & CEO
Laisar

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As President and CEO at Laisar, Ms. Florence Amate provides strategic leadership for the company and establishes long-term goals, strategies, plans, and policies. She supervises day-to-day operations and molds the company's culture to drive operational excellence.

Florence is a strong collaborative leader with an effective combination of strategic vision, practical business knowledge, technical expertise and the ability to execute. She has over 25 years of experience delivering innovative and business enhancing management consulting and technology solutions to government agencies, non-profit organizations and private companies. Clients have recognized her collaborative teaming style that differentiates her from others in her industry. Florence uses an integrating approach to her work, ensuring all stakeholders are involved as much as possible in the process in order to secure buy-in and accountability. Prior to starting Laisar, Florence held senior level positions with Pitney Bowes, Danka Services International, and Lexis-Nexis. Her focus within these organizations was operational excellence and her areas of responsibility included business management, client relations, pricing, marketing, and human resources.

Florence's belief that companies are stronger when they take the time to understand their common interest within the communities in which they choose to operate has been evident in the projects that she has worked on over the last 20 years. Since 2011, she has successfully developed and managed economic and workforce inclusion solutions utilizing a host of proprietary business and data analytics applications. Companies and communities have embraced how internal and external data can be used to build stronger and more vibrant communities.

Florence has facilitated workshops and mentored other small business owners on effective operational management solutions and strategies and provides business coaching services to start-up companies. Her mentoring program has also effectively provided real life professional experience and various life skills to young adults from many diverse backgrounds and better prepared them to navigate the challenges and opportunities of being in today's workforce.

Florence has been recognized as a Top 100 MBE by the Capital Region Minority Supplier Development Council.