

Saj-nicole Joni

President and CEO

Cambridge International Group, Ltd.



Saj-nicole Joni, Ph.D. is an internationally known business strategist and Third Opinion adviser to CEOs, boards, and senior executives – providing insight into high stakes issues at the intersection of strategy, action and complexity. Dr. Joni applies her personal Fortune 50 senior management success to her work as a confidante and trusted, non-partisan collaborative thinking partner to the most respected global business leaders, providing insightful and objective dialog in confidence.

Dr. Joni is a leading pioneer of Third Opinion counsel and has championed its place in the halls of corporate power. Her book on this topic draws upon her long-established Third Opinion practice as well as her own corporate and strategic leadership knowledge. As a provocative and thoughtful sparring partner, she helps draw out leaders' best strategic thinking, viewing all sides of a problem, testing multiple possibilities, even those at the boundaries of propriety and convention.

Saj-nicole does not give advice: she gives leaders a way to frame the right questions, and, through a robust vetting process, to uncover a richer, deeper set of answers and new questions. The impact of her work is that clients lead their organizations to successfully tackle risk, identify and capitalize more effectively on important revenue or market opportunities, and make better strategic decisions.

Dr. Joni has over 25 years of experience in advisory services and line management. Her industry experience includes financial services, high tech, media, healthcare, as well as professional services, energy, and communications. Her expertise includes business strategy, markets, innovation, operations and execution, governance, leadership, human capital, risk management, multi-company partnerships, international joint ventures, and applications of existing and emerging technologies for competitive advantage. She is known for her work on leadership, truth, trust, and wisdom in organizations.

A frequent speaker, Dr. Joni writes the monthly column business leadership for Forbes.com, Joni has appeared NPR Marketplace, The Harvard Business Review and Fast Company. She is a senior fellow of Katezenbach Partners and a Fellow at Harvard's Center for Public Leadership. Additionally, she teaches in a variety of executive education programs including Duke, Monitor, Babson, Simmons, and Harvard Kennedy School and School of Public Health.

Prior to founding Cambridge International Group Ltd., Saj-nicole served as Managing Director Financial Sector, Vice President, CSC Index; General Manager and Division Director, Microsoft; Senior Vice President, International Business Development, Softbridge Group Ltd. Saj-nicole has served as a Director on the boards of four companies and

two joint ventures, and as an adviser to two venture funds. She has chaired Compensation, Governance, Strategy, and Ethics Committees, and is a board member of The New England Conservatory and the Boston Philharmonic Orchestra.

Additionally, Dr. Joni served for over ten years as a professor on the faculties of MIT, Carnegie Mellon University, and Wellesley College. She holds her B.A., M.A., and Ph.D. from the University of California.