



# Angel Sokolnicki



Managing Director, American Meetings, Inc. (AMI)

Years with AMI: 1

College / University: Benedictine University

Major: Management and Business



## Client Touchpoints

Angel maintains active executive-level relationships across AMI's strategic and enterprise client base. She partners directly with senior client stakeholders on commercial strategy, service models, performance management, and long-term partnership development.

She works alongside the COO, Client Service leaders, and account teams to oversee complex, multi-market programs and ensure alignment between client objectives, delivery standards, and financial performance.



## AMI Role Snapshot

Angel Sokolnicki serves as Managing Director for AMI and its brands, including AMI Meetings.health and American Meetings, Inc., with responsibility for enterprise strategy, commercial performance, and operating execution.

She leads AMI's growth agenda and commercial discipline by setting sales strategy, overseeing pricing and deal structures, and guiding contract negotiations to ensure new business is profitable, scalable, and aligned with delivery capabilities.

Angel is accountable for the end-to-end commercial and operational lifecycle, ensuring disciplined transitions from sale through implementation and ongoing delivery. She establishes the structures, governance, and performance standards that enable consistent execution across teams.

As the senior operating leader, Angel works closely with the executive leadership team to set priorities, manage risk, strengthen governance, and drive organizational maturity as AMI scales.

## Bio Synopsis

Angel Sokolnicki is an experienced executive leader with a background in enterprise client environments, operational transformation, and global service delivery. Throughout her career, she has focused on building scalable client engagement models and leading teams through periods of growth, complexity, and organizational change.

Prior to joining AMI, Angel worked extensively with U.S.-based enterprise clients to design and manage global service programs, leading multi-region portfolios and supporting organizations as they evolved from domestic to international operating structures.

Following the COVID-19 pandemic, she supported organizations navigating workforce globalization and compliance through Employer of Record (EOR) and international employment solutions, strengthening her expertise in regulated environments and cross-border operations.

Since joining AMI in 2025, Angel has led teams through organization-wide transformation and operating model change. She is known for translating strategy into execution, strengthening governance, and building systems that enable consistency, accountability, and adaptability.

In her current role, Angel oversees revenue performance, margin management, client portfolio strategy, and cross-functional alignment across sales, operations, finance, and shared services. Her leadership approach emphasizes clarity, disciplined execution, and long-term value creation.

Angel holds a bachelor's degree in management and business from Benedictine University. She lives in Naperville, Illinois, with her husband and three sons.