

Outside the Box

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Janice DiPietro: Managing A Whirlwind



Janice DiPietro's professional career and personal life are a whirlwind of activity. Her day job is developing and managing **Tatum LLC**'s practice in Boston and the New England area, consulting with senior financial executives on growth opportunities and restructuring moves. Outside of work, she has served on the boards of several nonprofits, coached youth soccer teams and taught religious education. She has known the thrill of helping secure millions of dollars in equity financing and experienced the disappointment of beating a sales target by 30 percent, only to see her division get shut down when the company decided to take another direction. DiPietro founded JD Consulting and was CEO for 13 years. During her tenure, the firm experienced rapid growth and was successfully sold.

DiPietro recently talked to reporter Tim McLaughlin about her career and cupcakes.

What was your first job out of college?

I began my career with Ernst & Young in Boston. Initially on the audit staff, later transferring to consulting. My focus was on publicly traded companies and health care.

What's the hardest thing for you in balancing career and family?

Performing both at an exceptional level and trying to not feel guilty in doing one

over the other at any given time. Also recognizing that it's OK to buy cupcakes sometimes rather than making them.

What's the toughest business decision you've had to make?

Prior to joining Tatum, I was CEO of a hardware division of a company that had initially launched as a software company. Although my division had gone from concept to manufacturing in 120 days and exceeded all expectations, the board later elected to return to the company's software roots. As exhilarating as it was to build, the pain in closing the division was unlike any other I have faced in my professional career.

Have you read any good books lately?

I love mysteries and I am a great fan of Jonathan Kellerman. A recent book was "Bones," a terrific story. On the professional side, I was recently given the book "The Go-Giver" by Bob Burg and David Mann which really outlines how as in life, in business one needs to give before receiving. Oh, and my daughter is getting married in the spring so I am also reading "The Knots Guide for Mothers of the Bride" — to be sure I don't miss anything in helping Alexandra have the perfect day.

What do you do in your spare time?

Spending time with my husband and four children. ... I also love music, reading, traveling and to cook and am frankly a beach lover at heart.

Do you have a pet peeve?

People who commit to a task and give less than 100 percent to achieving the commitment they made. A close runner-up is people who are just plain rude.

If you could have any job, what would it be?

To me, a critical aspect of any job is working with people I trust and can have fun with, and delivering a service of high value.