

Frank Cianciulli, 33 President & CEO, Enunciate Conferencing

NEW GENERATION

What do you do?

I am president & CEO of Enunciate Conferencing. We are Canada's largest independent provider of audio, video and web conferencing services to small, medium and large enterprises throughout North America, Australia and the UK.

Is this your dream job?

Absolutely. From the age of 12, I wanted to be a lawyer. However, halfway through studying law at York University, I started my own small business and realized my true calling was to be an entrepreneur. Since I graduated I have been dreaming and in constant pursuit of leading a successful organization of people with similar goals and passions. Leading this company for the past five years has been the best time of my life.

What are your goals?

Personally, I've been blessed with a wonderful wife and we just had our first child, so I'd love to keep a balanced life where I can spend quality time with them. Professionally, I want to continue starting and building successful organizations and providing others with an environment where they can work with other bright ambitious people to pursue their goals and ambitions.

What's the best business advice you can give other young professionals?

First and foremost, focus on helping others succeed and by default, your goals and dreams will be accomplished. Secondly, never stop learning and always stay focused on your dreams as they give you the fuel to keep working diligently.


What are your ties to Italy?

Both my parents were born in Italy. My father is from a small town called Andreta, in the province of Avelino, and my mother is from Foggia, in the province of Puglia.

Do your Italian roots influence the way you do business? If so, how?

Absolutely. Traits such as honesty, integrity and strong work ethic have been critical factors to our success. I also like to negotiate aggressively in most business transactions and have influenced the culture of the organization to not have any waste; a penny saved is a penny earned!

Anything else you want our readers to know about you?

The first three employees I hired are still working closely with me, we have since started three individual businesses together of which they operate and I serve as director or chairman. These companies are Peoplesource Staffing, Momentum Conferencing and One Connect, all of which have blossomed into leading companies in their sectors. 



enunciate will use leading edge technology to simplify every aspect of conferencing, making it easy, clear, efficient and stress-free for all of our customers and employees.

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