



Vinay Kumar

COACH & CONSULTANT

"Vinay is adept at helping me expand my thought processes when facing management and staff issues that seem insurmountable. He has a talent of listening intently and rephrasing the conversations, so there is no longer any ambiguity in my discussions and sessions. On many occasions, he has called me out on my limited belief and held me accountable to see things and situations in an expanded perspective. I am extremely grateful that he has the ability to hold me accountable for my deliverables that are outlined in our sessions. If you are looking for a coach that will help you design action plans and help you accomplish your goals, Vinay Kumar is the coach for you."

- William Henderson, Regional Vice President, U.S. Renal Care

AT-A-GLANCE

- **INDUSTRY EXPERIENCE:** Family Business | Fortune 50 Corporations | Public Sector | Education | Professional Services
- Former **business leader with P&L responsibility** in a **family business**, grew revenue 28-fold, doubled profitability, and improved retention
- **Worked with over 1,000 leaders**, as executive coach & facilitator/trainer
- **Co-author of Language and the Pursuit of Leadership Excellence**
- **Speaks English, Hindi, and Urdu**
- **Adjunct Faculty, George Washington University's** Leadership Coaching program
- Works with senior leaders on: **communication, collaboration**, creating **healthier cultures** and driving **stronger business results**

Vinay Kumar has a strong track record of helping senior leaders take their effectiveness to the next level. As a former business leader himself, Vinay's unique combination of deep business acumen, senior leadership experience, and focus on leadership development creates a strong proposition for clients who value his ability to understand their business context and challenges. A senior executive client recently summed it up: "Vinay has made me a better leader by helping me deepen my understanding of myself and translate that understanding into more effective relationships with others."

Vinay is the co-author, with Chalmers Brothers, of the book "Language and the Pursuit of Leadership Excellence: How Extraordinary Leaders Build Relationships, Shape Culture and Drive Breakthrough Result" and the author of "Customers, Love 'Em or Lose 'Em: 57 Ways to Love Your Customers". Vinay serves as an Adjunct Faculty member in George Washington University's Leadership Coaching program. In addition, he serves as an Executive Coach in American University's Key Executive Leadership Program. He also speaks at many CEO Forums through his association with Vistage.

Having personally worked with over 1,000 leaders, either through executive coaching or group learning programs, both in the US and overseas, Vinay has experience working with leaders in critical areas that will help them be more successful. Specifically, Vinay focuses on working with senior leaders and high potential leaders who seek to improve communication and interpersonal skills; strengthen relationships and collaboration; and create a healthier culture & stronger business result.

Prior to transitioning into leadership development in 2008, Vinay's experience included co-leading a family business where he held profit and loss responsibility, grew revenue 28-fold, doubled the rate of profitability, and dramatically increased client and staff loyalty and retention. He also worked in the Fortune 50 and public sectors.

