

Leadership Coach Profile

Name: **Vinay Kumar**

Location: Great Falls, VA

Coaching Language: English

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Coaching Experience

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 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.

Education & Credentials

Vinay holds a degree in Chemical Engineering and a Leadership Coaching Certification from Georgetown University. Vinay is multilingual (English, Hindi, and Urdu) and grew up in a multicultural family. He lives in Great Falls, VA with his wife. In their spare time, they travel internationally, trek in the Himalayas, practice yoga. They also enjoy running, reading, and leading medical missions overseas.