



Vinay Kumar, PCC

Vinay Kumar is an Executive and Leadership Coach, Author, Speaker and Faculty. He has over 40 years of business and organizational experience in public and private sector organizations, where he rose from entry level to C-Suite. Vinay has a strong track record of helping leaders at all levels increase their effectiveness. As a former organizational 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."

Education

Vinay holds a degree in Chemical Engineering from the University of Maryland, and a Leadership Coaching Certification from Georgetown University. He is also a graduate of Newfield Network Coach Training, where he was certified as an Ontological Coach.

Experience

Having personally worked with over 1,000 leaders, either through executive coaching or group learning programs, both in the US and overseas, Vinay has extensive experience working with leaders in critical areas that will help them be more successful. Specifically, Vinay focuses on working with senior and high potential leaders who seek to:

- Improve communication & interpersonal skills
- Strengthen relationships & collaboration
- Create a healthier culture & stronger results

Prior to transitioning into leadership development, 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. Vinay also spent nearly a decade in public service at the US Environmental Protection Agency (EPA) Headquarters where he worked as a Chemical Engineer, Trainer on Total Quality Management, and Program Manager.

In addition to coaching leaders in multiple organizations, Vinay serves as faculty in George Washington University's Eco-Leadership Coaching Program. In addition, he serves as an Executive Coach in American University's Key Executive Leadership Program and Washington University' EMBA program within in the Olin School of Business.

Certifications

Vinay is certified by the International Coach Federation (ICF) and is a Certified Practitioner of The Leadership Circle Profile 360, The Leadership System, Emotional and Social Competency Inventory 360, EQ-I and EQ-I 360, Hogan, and Polarities Assessment.

Accomplishments

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"*. His leadership book is part of leadership

development and coaching programs at numerous institutions including Georgetown University, George Mason University, College of William and Mary, Newfield Network, and Harley-Davidson.

Vinay has delivered keynote addresses and many talks for numerous organizations including US Navy and NASA. 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, and practice yoga. They also enjoy running, reading, and leading medical missions overseas where they provide free medical care to the underprivileged.