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Mark Cappellino is a leadership consultant and executive coach and the Principal of **PRIMARY LEADERSHIP, LLC**. He coaches senior corporate leaders and their teams worldwide who desire to become more effective as measured by strategic and cultural measures. He coaches next generation leaders through their specific development needs and transitions as they accept greater management and leadership responsibility. Mark has been retained by public, private, and non-profit organizations.

Mark compliments his executive leadership coaching with highly experiential custom learning workshops for intact leadership teams to help them see the organizational systems within which they work. Workshop topics have included “Developing Trust within Teams, and “Communicating for Commitment and Accountability. Mark believes strongly in one-on-one coaching and leadership team coaching for participants involved in his learning events in order to sustain learning and increase return on investment.

Mark offers his clients the insights that he has developed from over 20 years as a business professional. In private industry he has held the positions of Manufacturing Supervisor, Business Unit Leader, and VP Sales and Marketing. Mark was most recently the Director of Organizational Development for a multinational manufacturing company before he formed **PRIMARY LEADERSHIP, LLC** at the beginning of 2004.

Mark received his BS degree in Interdisciplinary Engineering & Management from Clarkson University and his MA degree in Industrial/Organizational Psychology from Middle Tennessee State University. Mark has trained extensively as an executive coach completing Newfield’s Art and Practice of Ontological Coaching program and additional course work through the College of Executive Coaching, Corporate Coach University. Mark is committed to rigorous ongoing professional development and now continues his learning through the Process Work Institute in the field of group process facilitation and conflict resolution. He frequently speaks at conferences and within organizations on the topic of leadership development, executive coaching, and building trust in organizations.

**Mark has coached or consulted leaders in the following organizations (partial list):**

- Albemarle – North America (NA) & Europe (EU)
- Balfour Beatty Construction – NA
- Blue Cross Shared Services – NA
- Citi Smith Barney – NA
- FedEx – NA
- Franke Food Service Systems – NA, EU, & Asia (AS)
- John Deere – NA, EU, & AS
- Kroll Background America – NA
- Microsoft – NA, CA, EU, & AS
- Saint Thomas Health Services – NA
- SK Telecom – Seoul
- Social Security Administration (US Government)
- Tennessee Housing Development Agency – NA
- Vanderbilt Center for Better Health – NA

**Speaking Engagements on the topics of Leadership and Executive Coaching:**

- Vanderbilt Owen Graduate School of Management – guest speaker – 2008 & 2009
- Bluepoint Leadership Development, Facilitators Retreat – topical presenter – July 2008
- Tennessee Lawyers Assistance Program – guest presenter – March 2007

**Speaking Engagements (continued):**

- Association for Non-Profit Executives – guest presenter – Nashville, TN – November 2006
- Nashville Emerging Leaders – guest speaker – April 2006
- International Coach Federation Conference Presenter – San Jose, CA – November 2005
- Peabody College at Vanderbilt University – guest speaker – May 2005
- Asia Coach Center Workshop – Seoul, Korea – February 2005
- International Coach Federation Conference Speaker – Quebec City – November 2004
- Waller Lansden Dortch & Davis (law firm) – keynote speaker, Attorney/Paralegal Luncheon – July 2004
- Clarkson University – keynote speaker, University Leadership Recognition Day – April 2004

**Professional Affiliations:**

- Tennessee Coaches Alliance (TCA) – Member, Board President, 2008
- Planning Committee – Executive Coaching Summit 7, San Jose, CA, November 2005
- Executive Coaching Summit 6, Executive Coaching ROI Research Committee, Quebec City, November 2004
- International Consortium for Coaching in Organizational (ICCO) – Charter Member
- International Coach Federation (ICF) – Member
- American Society of Training and Development (ASTD) – Member
- Society for Human Resource Managers (SHRM) – Member