

*“I partner with clients to help them become more aware of their capabilities as leaders.”*

## MARK A. BROWN



### Coach and facilitator, MA, MBA, PCC

**Overview and Professional Philosophy:** I typically work with executives who want to become more effective leaders. Many are top performers who hold or seek top leadership positions in their firms. A challenge for them is juggling their growth and professional development with their many other responsibilities. I offer them the benefit of my exposure to a wide range of international businesses, my long experience abroad, and my professional background in corporate strategy and finance. I partner with clients to help them become more aware of their capabilities as leaders and to leverage those capabilities. Through such coaching my clients gain self-awareness and sharpen their skills around strategic vision, clear communication and prioritization.

### Recent Executive and Corporate Coaching Experience Highlights:

- On-going executive coaching for a top Iberian utility, including clients at the C-suite level. Also invited for the past two years to create and deliver strategy workshops for their high-potential executives.
- Was a member of a four-person coaching and facilitation team delivering seminars and executive coaching in India, Denmark and the US for a major international shipping firm.
- Recently designed and delivered a two-day leadership workshop for the executive leadership of one of Iberia's top private health care concerns.

### Executive/Management and Other Relevant Experience:

- Fifteen years working with leaders of large multinationals in Europe, Asia, and North and South America. In-country experience in key emerging markets such as China, India, Brazil, Russia, Singapore and Mexico.



Strategic Executive Coaching Alliance

- Extensive experience in a range of industries and sectors, including top firms in management consultancy, shipping and transport, pharmaceuticals, information technology, private equity, and accountancy.
- Four years of public-sector experience serving various directorates-general of the European Commission (Brussels), and the European Parliament and European Court of Justice (both in Luxembourg).
- Five years as a professor of economics, strategy and management at the graduate and undergraduate levels.
- Able to offer facilitation and coaching in three languages: English, Portuguese and Spanish.

#### **Education, Training, Certifications:**

- BA, Journalism—University of Florida
- Diploma, Latin American Politics and Economics—Universidad de Belgrano, Buenos Aires, Argentina
- MA, Economics and International Relations—SAIS / Johns Hopkins, Washington, D.C.
- MBA—Solvay Business School, Université Libre de Bruxelles, Brussels, Belgium
- Professional Certified Coach credential from the International Coach Federation
- Certified coach by Strategic Executive Coaching Alliance, an ICF ACTP
- Certified—Meyers – Briggs Type Indicator (MBTI), Level I
- Certified—TILT 360 Leadership Assessments
- Certified—Conflict Dynamics Profile

#### **Personal:**

Languages, travel, politics and economics.

CONVIRGENTE, LDA.  
Largo Rafael Bordalo Pinheiro 16  
1200-369 Lisboa • PORTUGAL  
Tel. +351 213 254 105  
Fax +351 210 435 965  
Email: [contact@convirgente.com](mailto:contact@convirgente.com)