



## **ABOUT Vinay Kumar**

Vinay Kumar is an Author, Executive Coach, and Facilitator. His specialty is helping leaders leverage polarities to drive business results and enhance their quality of life.

Vinay is known for his “transparent conversations” and his innate skills as a teacher, mentor, coach, facilitator, and strategic thinker. He serves as a sounding board and thought partner to executives, emerging leaders and professionals in their search for personal, professional and organizational success. He helps bring clarity, focus and direction by cutting through the clutter to arrive at the core issues so that they can be dealt with effectively.

Throughout his career, Vinay has leveraged his strong people skills, systems thinking and keen insights to strategically achieve double-digit growth and profitability, while maintaining record customer retention. Further expertise includes coaching and facilitating conversations within a wide array of technical and professional services firms, associations, non-profits, educational institutions, and the US Federal Government.

In addition to being part of the R Group, Vinay serves as an internal Executive Coach at TEOCO Corporation. Prior to this, he was a principal at GRC Direct, where he served as Vice President of Operations, responsible for marketing, business development and human resources. Vinay also worked with Gulf Oil Corporation, Marketing General, and the US Environmental Protection Agency.

Vinay is the author of *Customers: Love 'Em or Lose 'Em*. He is also a Certified Professional Behavior Analyst (CPBA) and a Certified Professional Values Analyst (CPVA). He is currently involved in Georgetown University’s Leadership Coaching Program. Vinay has been honored with ASAE’s All-Star Award for his outstanding service to the association community. He graduated from University of Maryland in 1981 where he majored in Chemical Engineering. He and his wife have two daughters and reside in Great Falls, Virginia.

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