



MARK SACHS

Mark is an ICF-accredited Professional Certified Coach (PCC) for Enlightened Leadership. Seeing clients take new steps to be successful is very exciting to him. He believes they often have the answers within themselves and his role is to help them tap into those and to be more effective. As a management consultant he provides new and key perspectives about what may be occurring in their organization. His style and approach produce practical, visible, and sustainable results in the ways they most want and need.

Mark's coaching expertise helps teams, leaders and aspiring leaders at all levels of management, and in both the public and private sectors, enhance their skills in the areas of thinking big, managing staff and diversity, communicating more effectively, fostering teamwork, setting boundaries, and managing stress. Since starting his coaching practice 15 years ago, much of his work helps clients manage subordinates, colleagues, bosses, and themselves. Clients say he listens well and asks thoughtful questions that help them increase their awareness of their issues and challenges, resulting in new and more effective behaviors. He authored the handbook, *Getting What You Want: Setting and Maintaining Boundaries with Others*, and is certified in several assessments, including MBTI®, Bar-On Emotional Quotient Inventory, the Drexler-Sibbett Team Performance Inventory, and Culture Transformation Tools.

His previous professional roles include Director of the Corporation for Public Broadcasting's Management Consulting Service, Washington, DC, where he was responsible for increasing consultant effectiveness and providing excellent services to viewers and listeners. Before that as Manager of Station Relations at the National Public Radio (NPR), Washington, DC, he helped them and member stations manage their different interests.

Mark holds a master of science in organizational development, the National Training Laboratory Institute, American University, Washington, DC. He also holds both a bachelor of arts and master of science in sociology from Rutgers University, NJ, USA.

Mark is a U.S. Air Force veteran, and he enjoys coaching veterans.

Clients

Acorn Media
 District of Columbia Court System
 Holy Cross Hospital (Md, USA)
 Internal Revenue Service
 Millennium Challenge Corporation
 NASA
 National Institutes of Health
 National Fish and Wildlife
 Foundation
 U.S. Agency for International
 Development

Testimonials

"Mark's coaching has greatly improved my ability to manage conflict between colleagues, and communicate more clearly and effectively with my team."

"With Mark's coaching, I am now more self-aware about how I interact with both my staff and supervisor. As a result, I think I am a better leader and manager."

"Mark is a warm, perceptive, and seasoned professional who appreciates my unique experiences. He asks the right questions at the right times, which helps me define more clear paths ahead."

"Mark helped me walk through issues around 'putting myself out there' as a woman in the workforce. I was able to devise strategies and approaches and implement them with great success."