



# Marshall Calman

## Coach / Facilitator

### Marshall optimizes results by focusing on specific opportunities.

Marshall is an elite level executive leadership coach, team coach, seasoned executive, and author. He merges his extensive executive Fortune 500 business experience with his passion for helping individuals and teams cultivate strong leadership skills, a winning mindset, and habits that boost results.

### Clients appreciate Marshall's ability to:

- Guide mindset changes for better results
- Strengthen people connections
- Reduce miscommunication
- Improve alignment, cohesiveness and collaboration
- Increase leadership capacity

### Areas of expertise:

- Executive and leadership presence
- Strategic execution
- Leading with emotional intelligence
- Team coaching
- High-tech, software, biotech, pharma, financial services, retail and healthcare industries

### More about Marshall

Marshall's corporate background includes serving in the executive ranks at Hewlett-Packard and Agilent Technologies. He was a Business Unit Division General Manager of Agilent's worldwide professional services and consulting business. While at HP, Marshall held progressively higher senior and executive leadership roles that involved growth engine initiatives. He was the founder of HP's solution engineering consulting organization. Marshall led some of HP's highest growth and most profitable businesses during his tenure.

Marshall co-authors the Amazon-published book titled "C4 - Building the Powerful Team: A Tale of Taking a Team Beyond High Performance." Marshall holds degrees in Electrical Engineering and Computer Engineering and an MBA. Marshall is an ICF, PCC-level certified coach.

His other passions include spending time with his family and traveling. He also loves cycling and can often be found riding with his cycling buddies on numerous rides of over 75 miles. Many of these rides serve as fundraisers for important community causes.

## Client Testimonials and Client List

I was very lucky to meet Marshall through an executive coaching program. What makes Marshall an exceptional coach is his ability to get you to open up and really think honestly about your goals, identify what you need to do to achieve those goals and to execute on the changes.

– John Viele, Chief Procurement Officer, Horizon Blue Cross Blue Shield NJ

Working with Marshall helped me plan out my career within the financial services industry. Marshall's deep knowledge of the industry space and thoughtful guidance made him a perfect coach for me.

– Andy Bria, Chief Operating Officer, LiquidityEdge

Marshall was able to provide extremely insightful, productive and valuable coaching to our team; both as individuals, and in the context of our team. I would recommend him without hesitation to anyone looking for team coaching.

– Executive, at Liquidnet

As part of Epic's Executive Coaching strategy, I was paired with Marshall for many months. It was a great experience, and I really enjoyed our interactions. Over the many coaching sessions, Marshall quickly sized me up and focused on a few important areas of improvement. His guidance and wisdom helped me improve very rapidly. Thank you, Marshall, I am truly grateful!

– Simon Tourangeau, Engineering Director – Tools, Epic Games

I found working with Marshall insightful, productive, and also enjoyable. He does not take a 'one size fits all' approach at all, but listened, and discussed with me my strengths and weaknesses, which helped me to understand them, and come up with meaningful, actionable steps to improve things. A lot of the topics we discussed I have been thinking about and working on since our time together, and I believe have helped me both in and outside of work! I also just really liked talking with Marshall - he is a warm and thoughtful listener, who really tries to 'meet you where you are', for which I was very grateful.

– James Golding, Epic Games

