

Scott Sullivan
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QUALIFICATIONS SUMMARY

- Small Business Coaching
- Leadership Coaching
- Career/Transition Coaching
- Executive Coaching
- Life Coaching
- Teaching and Facilitating

EXPERIENCE

Founder and CEO (2014 - present)

Kinetic Coaching LLC, Washington, DC (www.kineticcoaching.co)

- 1 to 1 business and life coaching services for a regular client base of 35-40.
- Co-created group coaching forum for clients called *Success U* (kineticcoaching.co/successu).
- Team building and strategic planning services for organizations.
- Over 10,000 hours of 1 to 1 coaching experience.

Director of Coaching and Curriculum/Co-Owner (2011-2014)

Velocity LLC, Washington, DC

- Provided 1 to 1 coaching to a client base of 25-35 clients.
- Co- created group-coaching forum for DC educators called *Ten Coats of Happiness*.
 - Taught three cohorts of principals and teachers from 2012-2014.
- Nominated *Entrepreneur of the Year* by Capital Area Gay and Lesbian Chamber of Commerce (now called Equality Chamber of Commerce DC).

Leadership Coach and Adjunct Professor (2011-2013)

The Catholic University of America, Washington, DC

- Co-created the *Energetic Educator Leadership Certificate* graduate school course.
 - Pilot program of leadership courses and executive coaching for DC public school principals.
 - Obtained six-figure grant from DC Public Schools.

Visiting and Adjunct Professor (2001-2005 & 2008-2010)

Suffolk University, Boston MA

- Created and taught courses on Leadership, Research Methods, and American Political Development.
- Recipient of the 2004 campus-wide “Outstanding Teacher of the Year” award.
- Nominated for the 2003 and 2005 “Outstanding Teacher of the Year” award.

Chief of Staff (2007-2010)

Newton, MA

- Supervised the entire staff of a high net-worth family with three properties in two countries.
- Managed the construction and design of a variety of improvement projects and new estates.
- Created and implemented policies and procedures related to the family and their interests.
- Established the budget, hired staff, determined salary and benefits, and supervised all vendors.

Founder/Owner (2006-2009)

Kapital Inn, Budapest, Hungary

- Raised capital, supervised the construction, completed project on-schedule and 10% under budget.
- Profitable within first 60 days.
- Increased room rates by 60% within six months due to high demand.
- Ranked #1 Small Boutique Inn in Budapest within 1 year by TripAdvisor.com (same ranking currently).

Adjunct Professor (2001-2004)

Merrimack College, North Andover, MA

- Designed and taught courses in the social sciences.

Seminar Instructor (2001-2003)

Tufts University, Medford, MA

- Designed a weekly seminar in the social sciences.

Lecturer (1996-1999)

Oxford University, St. Hilda's College and St. Hugh's College

- Designed and taught courses in the social sciences.

Director of Operations and Training (1993-1995)

Electronic Merchant Services, Columbia, SC

- Developed new products and trained personnel for a start-up merchant services tech firm.
- Managed the activities of a 24-hour *Customer Technical Support* team of ten employees.
- Within six months improved customer satisfaction and response time from 75% to 95%.
- Designed and taught the employee and client technical training program.
- At 23 years of age, started as a customer service rep and advanced to Director within 18 months.

EDUCATION**Oxford University, Trinity College: Oxford, England**

- *Master of Philosophy* in Comparative Politics

London School of Economics: London, England

- Completed coursework in British Politics
- *Hansard Scholar* and Intern for a British Member of the House of Commons

Villanova University: Villanova, PA

- *Bachelor of Arts* in American Political History
- Graduated *Magna Cum Laude* in 3.5 years

University of Glasgow: Glasgow, Scotland

- Completed coursework in European History

CERTIFICATIONS

Certified Professional Coach: *Institute for Professional Excellence in Coaching*
Shrewsbury, NJ

Foundations of Positive Psychology: *University of Pennsylvania*
Philadelphia, PA

Master Practitioner, Energy Leadership Index: *Institute for Professional Excellence in Coaching*
Shrewsbury, NJ

Fitness Nutrition Specialist: *International Sports Sciences Association*
Carpinteria, CA

Certified Personal Trainer: *American College of Sports Medicine*
Indianapolis, IN

Teaching English as a Foreign Language (TEFL): *The Olin Center*
Boston, MA

BUSINESS ORGANIZATIONS

Business Network International (BNI) (2017 - 2019)
San Jose, CA

- President for 2018-19 term.
- Applicant Ambassador for 2017-18 term.

Business Network International (BNI) (2012-2015)
Washington, DC

- Founding member and first President.
- Recruited and trained largest group in BNI's 30-year DC history.

Business Network International (BNI) (2012-2013)
Washington, DC

- Director of DC Region
- 250% increase in the membership of the region within 18 months of service.
 - Motivated and supervised dozens of dedicated people who contributed to this growth.

BLOG POSTS & PUBLICATIONS

- kineticcoaching.co/blog
- *Image Upgrade*, Letter to the Editor, *U.S. News & World Report* (2001)
- *From Theory to Practice: The Patterns of Violence in Northern Ireland 1969-1994*, Irish Political Studies