



Merry Marcus
CEO, Senior Executive Coach

Industry Expertise:

- Cloud, Technology & Interactive
- Communications & Media
- Consulting & Outsourcing
- Consumer Goods
- Energy & Utilities
- Entrepreneurial Enterprises
- Financial Services
- Marketing
- Operations
- Security
- Strategy
- Travel/Tourism

Education/Certifications:

- BA in Psychology – NYU
- Break Through Consulting Business Results Coaching Certification
- Masterful Coaching Certification
- Emotional Intelligence Competency Inventory
- MRG's Leadership Effectiveness Analysis 360

Positions Held:

- CEO – Break Through Consulting
- VP, Professional Services – Chubb
- General Manager – Verizon
- VP Sales/GM – AlphaNet Solutions
- Principal and VP – MicroAge

A visionary and pioneer in the executive coaching industry, Merry Marcus is recognized as a leading executive coach who supports Global 500 top strategic thinkers to deliver sustainable value by working smarter not harder. For more than 15 years her coaching has helped executives embrace change, lead with more self-awareness and humanity, and increase their impact at work, home and in the world.

As founder and CEO of Break Through Consulting, Merry developed the *Conscious Coaching® Process*, a differentiated approach that supports executives in living and working “on purpose” by aligning to their core values. Ms. Marcus leads a team of highly accomplished coaches that she has trained and certified in this process. Merry is a serial entrepreneur who has founded, or served as Principal, for four start-ups in emerging professional services industries. She is also a seasoned executive having served as Vice President of Sales and Operations in Fortune 100 companies.

Leaders are often told what others *think* the leader wants to hear, rather than the truth. The executives coached by Merry appreciate her direct, honest counsel and her ability to spur provocative conversations. She creates a non-judgmental, strategic-thinking space in which top performers feel 100% supported and also challenged to achieve their highest vision for business and personal growth.

Merry coaches the essential skills senior executives in multibillion-dollar companies need in today’s complex, virtual ecosystems. Skills including the ability to hold multiple – even opposing – points of view simultaneously. As well as collaboration and communications that motivate and inspire others to action. Leaders coached by Merry report feeling more authentic, more able to quickly adapt to uncertainty and lead through crisis. Coached leaders create a caring environment where their team’s professional and personal aspirations are a known priority – improving overall engagement.

Break Through Business Results

Merry has repeatedly demonstrated success in coaching senior executives with large goals at risk in situations that require major breakthroughs in leadership behaviors and thinking:

- VP of Global Sales promoted to COO. Coached stronger executive presence, powerful storytelling and diplomacy. Leader credits coaching for developing a wider point of view, feeling less stress and developing better listening skills.
- Business unit head transforms business from 5 years of fade to growth. Coaching supported the rollout of an innovative organizational structure and the creation of a team that asks better questions and collaborates across industries.
- Coached an experienced new hire to navigate cultural intricacies with agility and confidence. Leveraged organizational resources for better client outcomes. Leader is more physically energized, focused and no longer an “outsider”.

"I highly recommend coaching with Break Through Consulting for your executives. Accenture is a long-term satisfied client. Merry Marcus is focused and experienced. She is intent on clarifying the goals from the start of the executive coaching assignment and delivers results!"

Larry Solomon — Senior Managing Director, NA Operating Officer, Accenture