

Executive Coach Biography

Jim Cooper

Jim brings a wealth of knowledge and experience to his coaching, gained over 30 years as a leader, executive, consultant, and entrepreneur. Building on a strong engineering and business management foundation, coupled with deep knowledge of human behavior and skill in developing individuals and teams, he helps organizational leaders and their teams develop the beliefs, knowledge, and skills needed to support each of their key business enablers, in turn producing the desired level of results and success.



EXECUTIVE COACHING EXPERIENCE:

Jim has over 2,500 hours of coaching across a wide variety of industries. His client list includes 7-Eleven, Bell Helicopter, Cisco Systems, The Choctaw Nation of Oklahoma, Cornell University, Ericsson, General Electric, Hewlett-Packard, MetLife, NEC, SAP, Southwest Airlines, University of North Texas, and the US Missile Defense Agency.

Representative assignments include:

- President and CEO, Fortune 25 global healthcare services business
- Executive VP, Chief Revenue Officer, global airline
- Senior Vice President for Supply Chain, Fortune 50 retail giant
- CEO and staff, early-stage software development company
- Dean of the College of Business, major regional university
- Assistant Chief, major American Native American nation

BUSINESS and ORGANIZATIONAL LEADERSHIP EXPERIENCE

As a business leader and general manager, Jim has managed high growth business units from early stage to mature business units with backlog's exceeding \$150 million. As a sales executive, Jim led the account management teams for a global accounts with annual sales exceeding \$100 million. As a business executive, Jim managed a complex post-merger integration project, positioning the acquired business to thrive in its new parent company. As a senior military leader and unit commander, Jim took failing units and brought them to full operational capability in minimum time.

With a strong focus on strategy and process, Jim developed and led Malcolm Baldrige quality initiatives for a large defense organization.

As an entrepreneur, Jim leveraged masterful interpersonal skills and his technology and business foundation to establish and operate three successful consulting and executive coaching firms, and enable his clients to achieve personal growth, professional success, and business impact.

INDUSTRY COACHING EXPERIENCE

Manufacturing
 Defense/Aerospace
 Startup, Early Stage Firms
 Healthcare, Health Sciences
 Financial services
 Higher Education
 Telecommunications

FUNCTIONAL COACHING EXPERIENCE

Leadership Development
 Business Development
 Change Management
 Employee Performance
 Project Management

LEADER LEVELS

High Potential IC to CEO

PARTNERSHIPS

Founder and Principal, Ascendent Leadership
 Co-founder and Principal, Masterful Leaders
 Executive Coach, Center for Creative Leadership (CCL)
 Executive Coach, Lee Hecht Harrison

ASSESSMENTS & CERTIFICATIONS

ICF Certified Coach (PCC)
 Hogan Leadership Forecast
 Leadership Versatility Index (LVI)
 CCL Benchmarks 360, CCL Korn/Ferry Lominger Voices 360, Teams 360
 MHS EQ-i 2.0, EQ 360
 MHS Pearman Personality Integrator

MILITARY

Lt Col, USAF (Retired)

EDUCATION

Coach Education (ACTP)
 University of Texas Dallas
MS, Engineering Mgmt
 Northeastern University
MAT, Science Education
 Cornell University
BS, Electrical Engineering
 Cornell University