

Marc Rosen



As Co-Founder of the Client Experience Institute, LLC, Mr. Rosen's vision is to establish a movement among professional service providers and the clients they serve whereby value creation is redefined in the context of higher meaning and contribution. To accomplish this, a new way of thinking needs to emerge and Marc is committed to working with other thought leaders, change agents and practice professionals to make this come about.

Marc is a business leader, owner, entrepreneur, mentor, and community volunteer. Throughout his career, Marc has played the role of catalyst, the individual from whom the growth, energy and vision for success have come. Having quickly developed a reputation for not being satisfied with incremental growth, he has consistently been the driver behind the quantum leaps in revenue and profitability that have characterized the sales and market performance of his clients and employers.

His engagements span the entire life-cycle of a business with an emphasis on start-up, scale-up and going concern businesses. He has consulted with numerous Fortune 1000 companies, high growth start-ups and a myriad of professional service providers.

Marc serves as a mentor with JumpStart and has worked with a number of companies looking to professionalize their respective businesses. He is also a columnist for Smart Business Network authoring articles on advisory board formation, relationship capital and family business succession.

As the past President and COO of Corporate United, he was able to deploy a unique buy-sell commerce model that helped save Fortune 1000 companies millions of dollars by more effectively leveraging their enterprise-wide spend. This resulted in the company being selected by INC 5000 as one of the fastest growing companies throughout the United States for eight consecutive years.

His Business Leadership Experience spans over 20 years, of which, Marc spent half of his career leading both domestic as well as international organizations inclusive of Molson Companies Limited, GEA Tuchenhagen and Watlow Industries.

Marc has served on numerous boards with past involvement including Council of Smaller Enterprises (COSE), National Machine Aerospace, SGS Precision Tools, Strategic Account Management Association, and Beverage Machinery and Manufacturing Association.

Marc's commitment to others is just as evident in his personal life as in his professional. He is passionate about cancer treatment and prevention. He lost his life-long spouse to breast cancer in 2012 and proudly serves on both the American Cancer Society and Life Is Good No Matter What boards.

Business Coaching & Consulting Expertise

- Relationship Capital - The Currency of Abundance
- Beyond the Trusted Advisor™
- Corporate Strategy
- Leadership Development
- Advisory Board Formation & Facilitation
- Client Acquisition, Upsell & Retention
- Start Up to Scale Up – JumpStart Mentor
- Executive Coaching
- Succession Planning
- Supply Chain Optimization
- DiSC™ Behavioral Styles Assessments and
- Emotional Intelligence™
- Voice of the Customer

Industries Served

- Professional Services
- Private Equity
- Manufacturing
- Technology
- Distribution
- Healthcare
- Government

Education

Bachelor of Arts in Business Administration (BA)
University of Missouri

Executive Education Program
Kellogg School of Management