

David Peck, Leadership Services Firm President / Executive Coach: Biography



David Peck is founder and president of Leadership Unleashed, an executive coaching and management consulting firm based in Southern California. He and his wide area network of coaches provide comprehensive leadership services to companies worldwide.

David has over 21 years experience as a senior executive, management consultant, and executive coach. He has C-level leadership expertise in financial services and technology, and has coached senior executives in the aerospace, banking, retail, defense, healthcare, manufacturing, travel / leisure, and staffing industries.

As an executive coach, David takes a pragmatic and results-oriented approach, specializing in enhancing leadership skills and effectiveness, upgrading organizational structure and results, post-merger/acquisition leadership integration, assisting an executive in a new role or company, and influencing/relating skills. He also works in the areas of P&L management skills, relationship-building, delegation, working with greater fulfillment, team effectiveness, and coaching/leading challenging staff.

David has coached executive clients and teams at Lenscrafters, Luxottica Retail, Expedia, Johnson and Johnson / Alza, Intellisurance, Genentech, U.S. Healthcare Partners, L-3 Communications, Wells Fargo, the Food and Drug Administration, Piper Jaffray, among other organizations. As a management consultant, he has worked with Fidelity Investments, State Street Bank, Prudential Direct, Bank of America / NationsBank, Charles Schwab, Merrill Lynch and others. He is on the coaching roster of Booz Allen Hamilton, is a Senior Executive Coach with Marshall Goldsmith Partners, and is also affiliated with Sophia and Associates.

David's corporate background includes eight years on the leadership team of Charles Schwab & Company. As Chief Operating Officer/SVP of the Institutional Division, he led a technology subsidiary that produces and services comprehensive portfolio management and customer relationship management software. Prior to that, David was Founder and General Manager of Schwab's Mutual Fund Clearing Services, a start up business he led, from inception to double-digit pre-tax profitability in three years, to \$21 billion in client assets. In Clearing, he built a business from the ground up and was accountable for its entire P&L, including financial targets, strategy, sales, marketing, technology, operations, and client service.

David spent five years as a Management Consultant at PriceWaterhouse. There he was a principal in a practice serving financial services operations, strategy, and technology. He worked with client firms including Prudential, Fidelity Investments, Merrill Lynch, State Street Bank, NationsBank, among others. His projects spanned a wide range, including market analysis, project design/leadership, control and risk reviews, and strategy development.

His tenure at Putnam Investor Services included roles in client service and project management. His four years there were a time of considerable growth from entry-level telephone representative fielding fund shareholder calls, through project manager for Putnam's role in an

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industry-wide utility to connect account, transactional, financial, and demographic data interfaces among fund companies and brokerage firms.

David's business career began in the mail room of a bank just outside of Boston. Prior to this, he spent several years in the performing arts.

He completed his undergraduate work with a Bachelor of Fine Arts degree from New York University, and his leadership coaching training at the International Coach Federation-certified program at Georgetown University. He is a member of the International Coach Federation and the Palm Springs Chamber of Commerce.

David's first book "Beyond Effective: Practices in Self-aware Leadership" was published by Trafford Press in 2008. His second book, "Change Your Mind to Change Your Life: 12 High-Performing Beliefs for the Leader in Everyone," will launch in 2009. His ideas and articles on leadership have been published in the Washington Post, Talent Management Magazine, BusinessWeek Online, Christian Science Monitor, American Management Association Online, Human Resources Executive, and Employment Relations today.

RECENT COACHING ENGAGEMENTS

- President of an Aerospace / Defense company to achieve aggressive business goals by evaluating and enhancing leadership skills, developing a culture of greater engagement among leadership team and rank and file, and implementing continuous organizational learning and improvement, from the top down.
- Senior Vice President (for Americas, Europe) of a global travel and hospitality business to prepare for a promotion, enhance strategic and bottom-line contributions to firm, and to work more effectively with leader, peers and direct reports.
- CEO/Founder of a Healthcare Staffing firm to improve business results and leadership team effectiveness through enhancing organizational design, incentive programs, influencing skills, and delegation.
- Senior Vice President of a global banking and financial institution to strengthen leadership effectiveness, improve relationship with leader, address issues among peers on the leadership team.
- Managing Director new to an investment banking firm to rapidly develop internal credibility and effectiveness in a highly visible role by identifying and being held accountable to specific goals
- Medical Director in a biotechnology firm to manage a challenging leadership team member by doing an extensive evaluation and identify and hold accountable to specific action items
- Senior Leadership Team of a multinational retailer to address teamwork issues