

Mark Musgrave

Counseling & Consulting Professional (Sales, Service Delivery, Management)

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Summary

I lead initiatives that help individuals and organizations achieve meaningful and measurable results. Using evidence and strengths-based performance improvement, change management and leadership methodologies, some that I developed, I've helped governments save over \$1 Billion, helped companies sell over \$100 Million, and helped over 100 families avoid separation. I've worked with companies like Nike and Disney, and government organizations like the Federal CIO Council (CIOC) and The President's Office of Management and Budget (OMB).

Skills

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|----------------------------|---------------------------------|
| • Leadership & Management | • Methodology Development |
| • Change Management | • Strategy Development |
| • Sales & Sales Management | • Product & Service Development |
| • Facilitation | • Counseling & Coaching |

Results

- Managed team of 50 workers
- Built two \$10 Million+ sales departments
- Sold \$100 Million in products and services
- Authored 2 books selling on Amazon
- Developed LTF Management Methodology & YET Parenting Program
- Awarded Best Couple & Family Therapist in Washington DC
- Served OMB, NIH, Treasury, Fed CIO Council, DC Gov, Oprah, Disney & Nike

History

PRESIDENT

Oct 03 – Present

MDMA (**Counseling & Consulting**) in Washington, DC

- Client consulting work: built and ran RE investment company, built investment banking sales team, provided investment portfolio guidance
- Client counseling work: provided personal and professional guidance to individuals, couples and families
- Developed *Lead the Follower* management methodology
- Developed *Your Extraordinary Teen* online family support program
- Authored 2 books

VICE PRESIDENT & REGIONAL PROCUREMENT MANAGEER

May 19 – June 22

NBN/GovPurchase (**Consulting**) in Silver Spring, MD

- Provided guidance to new and established government contractors
- Sold government contracting market intelligence (Top Seller)
- Provided business expansion guidance to CEO
- Developed VC prospectus

FFT THERAPIST

July 10 – Aug 16

Universal Health Services (**Counseling**) in Washington, DC

- Provided strengths-based, evidence-based counseling services
- Saved nearly 200 families from separation
- Saved DC Government millions of dollars in social services costs

VICE PRESIDENT

July 01 – Sept 03

Touchstone Consulting Group (**Consulting**) in Washington, DC

- Led George W Bush's OMB 2002 eGovernment initiative strategy development
- Advised the Federal CIO Council
- Provided consulting services to Treasury, NIH, EPA

BUSINESS DEVELOPMENT MANAGER

May 00 - June 01

IDEA Integration (**Consulting**) in Fairfax, VA

- Landed contract with \$8 Billion Thompson Corporation
- Developed & led lead generation program

INSIDE SALES MANAGER & SENIOR OD CONSULTANT

Oct 98 – May 00

Proxicom (**Consulting**) in Reston, VA

- Developed and ran company's first Inside Sales Department
- Assisted in team close of \$40 Million in 1999 alone
- Helped start Nike.com

CLINICAL DIRECTOR & PSYCHOTHERAPIST

Oct 95 – Aug 98

Springwood Psychiatric Hospital (**Counseling**) in Leesburg, VA

- Provided psychotherapy to in-patient adolescents and adults
- Managed Adolescent Acute Unit

Education

(MSW) Master's Degree in Social Work from Howard University

- Cum Laude
- **All PhD coursework completed**

(BS) Bachelor of Science in Political Science & Psychology from Radford University

- Honors Program

References

"Our Entrepreneurship Award winner (Mark Musgrave), single-handedly developed and ran a very successful international practice."

- Jay Thomas, SVP, Proxicom

"We've named Mark Musgrave Best Couple & Family Therapist in Washington DC for 2016."

- Thumbtack

"E-Government was the most successful of the PMA (President's Management Agenda) initiatives."

- President George W Bush

"Mark was a huge help to me in working through mental roadblocks regarding my mission."

- Bradley DeWitt, Executive Coaching Client

"We can't thank you enough for your guidance. The tools you gave us are invaluable."

- The Browns, Counseling Clients