

## **Alexander Zak**

Alexander is an award-winning faculty at the University of California in San Diego, who teaches a broad range of graduate courses at the Rady School of Management, the Jacobs School of Engineering, as well as to the school of Theater and Dance. He is a thought leader, a trusted advisor, and an educator, with a broad range of global experience in building leadership capacity to solve complex business problems, develop insight, execute, and drive change. His expertise is in creating business value by orchestrating experiential learning, consulting, and coaching engagements focused on visionary outcomes.

An active member of Duke Corporate Education (DukeCE) Global Resource Network, Alexander is a charismatic speaker who consistently receives outstanding evaluations from audiences around the world on a diverse range of topics: Personal and Team Leadership (awareness of self and others, building trust and rapport, listening, assertiveness, collaboration, influence, negotiation, conflict, teambuilding, group facilitation, structured problem solving, developing insight, creativity, coaching), Client Relationships and Business Development (client relationship management, consultative selling, managing strategic accounts, developing winning proposals), Strategy and Execution (business acumen, top management perspective, aligning strategy, with structure, systems, and culture), Engineering Management (leading technical teams, project management, architecture-based systems engineering, and engineering entrepreneurship), as well as numerous others.

Alexander has taught, coached, and served clients, within some of the world's leading multinational corporations and professional service firms for over a decade, including: McKinsey & Co., Booz Allen Hamilton, Egon Zehender, PricewaterhouseCoopers, Warburg Pincus, Permira, Cisco, EMC, Avaya, ViaSat, Ericsson, Infosys, Northrop Grumman, Raytheon, Ford Motor Co., Caterpillar, Ingersoll Rand, Disney, Genentech, CB&I, Skanska, Cargill, among many others.

In recent years, Alexander served as a professor and founding director of Leadership Programs at the Indian School of Business (ISB), an international business school created by McKinsey and Co., with formal affiliations to the Kellogg School of Management, the Wharton School, and the London Business School. From its near-inception, Alexander was responsible for leading a team of international faculty in creating and teaching innovative Leadership Programs. Prior to dedicating his professional life to teaching, consulting, and coaching, Alexander enjoyed a successful, seventeen-year career with California Institute of Technology (Caltech) and NASA, ranging from: pioneering work in remote sensing; architecting and managing large scale systems development; building process and IT infrastructure; driving change in business development; internal strategy consulting; and mentoring.

Alexander holds a doctorate in engineering and masters in management. His work and research is in strategic problem solving methodologies, management of complexity in enterprise systems, and development of executive leadership capacity. Alexander is fluent in English and Russian, and is certified in MBTI®.