

MARTÍN ECHAVARRIA



Martín Echavarría has dedicated his professional career to working directly in the topic of 'collaboration'. From building Strategic Alliances and Partnerships across industries, culture, and geographies, to coaching executives and teams to collaborate internally, Martín has successfully combined strategic business development processes with group collaborative-leadership methods—greatly increasing the success results of collaborative-business practice.

Applying this leadership know-how into the process of identifying, approaching and business partnerships, he has successfully helped clients increase competitive advantage, open new markets, acquire new customers and build out client relevant services, while growing collaboration capabilities across organizational contexts.

He has also been successfully coaching executives and teams for over 14 years. Having worked with all kinds of leaders and their teams. From the creative marketer at a top global technology firm needing to become more forward facing, to the US Navy trained engineer responsible for running a nuclear power-plant. Clients examples include AMEX, Apple, Chevron, HP, McKinsey&Co. Nextera Energy, Verizon, and many others.

Through his consulting practice, Coherence Inc. (www.coherence360.com) Martín, provides trainings around the topic of collaboration, teaching coaches how to work with and coach teams, working with leaders to better lead teams, and support alliance development executives to increase their success building strategic alliances and partnerships.

Martín received a Master of International Management degree from the Thunderbird School of Global Management, a bachelor's in Business with a minor in Political Science from Emory University Goizueta Business School and studied Strategic Alliances at the Wharton School. He also earned his professional coaching certification from [New Ventures West](#) and is a Professional Certified Coach from the International Coaching Federation, studied Leadership for Collective Intelligence at [Dialogos](#), learning about team and collective leadership and maintains several certifications using assessment instruments on teams and executive leadership from Korn Ferry and others.

In 2012, he received the Alliance Excellence Award through ASAP for the partnership he developed between Scotiabank and Digicel, a partnership profiled by [President Bill Clinton in an article entitled "the Case for Optimism" in TIME Magazine](#).

Additionally, in late 2015, Martín authored '[Enabling Collaboration – Achieving Success Through Strategic Alliances and Partnerships](#)', published in the US and UK, by LID Publishing. The book's mission is to improve the success rate of business alliances by providing the first-ever "how-to" guide for building successful business collaborations that combines a group-leadership methodology within a business-process engineered specifically for building successful alliances. In 2016, Enabling Collaboration won Bronze at IPPY Awards, in the category of Business/Career/Sales and was a finalist at INDIEFAB 2016 in Business and Economics. More recently, he was published in [Distributed Leadership - The Dynamics of Balancing Leadership with Followership](#), Palgrave Macmillan 2018, Chapter 7: A Methodology for Enabling Collaboration Inspired by Enrique Pichon-Riviere.

"The promise of Collaboration resides in our collective capacities to challenge ourselves to reach greater states of Coherence as interdependent actors in a global system of relatedness, where we partner and align together to create opportunities that improve the environment and provide social and economic prosperity to everyone"

- Martín Echavarría