

Speaker's Bio: MARTÍN ECHAVARRIA



Martín Echavarría is a passionately engaged speaker that delivers illuminating and thoughtful insights challenging us all to rethink collaboration. His down-to-earth conversational approach conveys an optimism that is grounded in intellectual insights which invite audiences to consider themselves and their relationships in new ways.

An invitation of what is truly possible for all of us as we work for more real business and organizational relationships for the betterment of us all as global citizens.

As a developer of Strategic Alliances and Partnerships, and a Leadership Coach and Team Facilitator to the C-Suite, he offers a fresh view of the 'what' and 'how' of collaboration.

Indeed, collaboration is the buzzword of this century and yet, few truly understand how it emerges, how it can be enabled and what it means to us all. After all, companies and organizations of all kinds rely on teams collaborating together internally, as well as groups working across organizations on a daily basis to make business a reality.

For Martín, today's organizational success is all about *Collaborative Leadership*; a capability that must be mastered in order for collaborative advantage to take hold and corporate resilience to be developed.

His talks enlighten and enliven audiences on how to make this a reality. How we can be more connected to our work, and more empowered to face the opportunities and challenges of today, through the collaborative relationships we co-create 'with' and 'through' others.

Dedicated to business collaboration, through his consulting work in Strategic Alliances and Partnerships at Coherence Inc. and as an Executive Leadership Coach and Team Facilitator through Korn/Ferry and Executive Core, Martín has collaborated with companies like Verizon, Hewlett-Packard, American Express, MasterCard, Scotiabank, PriceSmart, Digicel, Orange Telecom, Bunge and many others. He has spoken on alliances through the Association of Strategic Alliances Professionals (ASAP) and has taught collaboration to Executive MBA Students.

He attained a Master's Degree in International Management from Thunderbird School of Global Management, a Bachelor's Degree in Business and Political Science from Emory University, studied Strategic Alliances at the Wharton School, Integral Coaching at New Ventures West and Dialogue through Dialogos.

All talks can be delivered in English and Spanish and are tailored to audiences and the challenges they face.

Example Speaking Headliners:

- Collaborative Excellence – Building the Capabilities of Authentic Collective Engagement
- Collaborative Leadership in the New Millennium – the Missing Link to meeting today's global opportunities and challenges.
- Sustainability and the Circular Economy – *Opportunities in Collaboration throughout Supply & Value Chains.*
- International Strategic Alliances & Partnerships – *Enabling Collaboration across cultures, industries and geographies.*
- Building Collaborative Advantage – *The New Playing Field for Competitive Resilience.*
- Collaborative Negotiations – *The Co-creation Model of Negotiating Partnerships & Alliances.*
- Collaborative Innovation – *Mastering the Power of Working-Together.*

For rates and availability please contact: learnmore@coherence360.com

"Let us come together and through our coming together, create" – Martín Echavarría