

EXECUTIVE SUMMARY

Current

- President at Gazelles International Coaching Association
- Partner at Executive Mentors & Trainers \ Gazelle's International

Past

- Executive Director at Leadership Clark County
- Vice President of Sales & Marketing at Columbia Ultimate Software
- VP Sales at columbia ultimate, inc
- Chief Operating Officer at World Voice
- Vice President of Sales & Marketing at Micropath, Inc.
- General Manager at Voice-Tel

Education

- US Naval Nuclear Power School
- Louisiana State University and Agricultural and Mechanical College

Websites

- Gazelles : <http://www.gazelles.com/home.html>
- Executive Mentors & Trainers : <http://www.emtconsulting.com/>

Summary

Keith Cupp is a Gazelle's coach (www.gazelles.com) and Affiliate Partner with Executive Mentors and Trainers (www.emtconsulting.com), a premiere Pacific Northwest coaching and consulting group, and is based in the Portland, Oregon metropolitan area. He brings to Gazelle's clients over 20 years "in the trenches" operating experience as a business executive in the high technology, real estate, aerospace and transportation industries. He has served on leadership teams in the capacity of President, Chief Operating Officer, VP of Sales & Marketing and Director of Finance, all in high growth companies. These leadership experiences create tremendous "connection" with Gazelle's client executive teams, along with the ability to empathize with the daily challenges and opportunities they face as leaders. Keith served on two executive management teams whose companies were awarded "Fastest Growth Companies" in Washington State and understands how to create award winning results and cultures. Having led multiple companies in the roles of Vice President of Sales, and Vice President of Investment Development, Keith's particular areas of specialty are Sales & Marketing Management and Investment Capital Development. He is a talented communicator and proven leader who understands corporate culture, collaborative process and how to assist organizations and their leadership to optimize the balance between people, performance and profit. Keith is a native of Oregon, graduate of Louisiana State University, and a distinguished veteran of the United States Naval Nuclear Power Program, having been awarded the Navy Achievement Medal while serving aboard the USS Enterprise. He serves his community through Rotary, his local church and contributing his time to children's causes in the Pacific Northwest.

Specialties

Executive team coaching & development, strategic planning and accountability, new product research & development. Specific expertise in Sales & Marketing and Investment (Finance) Development.

Experience

President

Gazelles International Coaching Association
Management Consulting industry
January 2008 – Present (2 years 4 months)

Partner

Executive Mentors & Trainers \ Gazelle's Intl.
Management Consulting industry
October 2006 – Present (3 years 7 months)

Executive Director

Leadership Clark County
Professional Training & Coaching industry
2004 – 2005 (1 year)

Vice President of Sales & Marketing

Columbia Ultimate Software
Computer Software industry
November 2003 – November 2005 (2 years 1 month)
Responsible for North America Sales & Marketing team and Annual Corporate Revenue Goal.

VP Sales

Columbia Ultimate, Inc.
Professional Training & Coaching industry
2003 – 2005 (2 years)

Chief Operating Officer

World Voice
Telecommunications industry
January 2000 – May 2001 (1 year 5 months)

Vice President of Sales & Marketing

Micropath, Inc.
Professional Training & Coaching industry
1996 – 2000 (4 years)

General Manager

Voice-Tel
Privately Held; Telecommunications industry
September 1992 – October 1996 (4 years 2 months)
General Manager, with Profit & Loss and daily operational responsibility, reporting to ownership (investor) group. Executive team management and leadership, responsible for annual revenue and profit objectives.

Education

US Naval Nuclear Power School
1982 – 1983

Louisiana State University and Agricultural and Mechanical College :
Bachelor of Science
Biochemistry, Mathematics
1980 – 1982

