

Galen Bingham

Founder, Consultant, Executive Coach



Education

Rice University: Master of Business Administration

Southern Nazarene University:
B.S. Business Administration

Coaching Credentials/Certifications

International Coaching Federation:
Professional Certified Coach (PCC) -

World Coach Institute:
Certified Executive Coach (CEC)

Goleman Emotional Intelligence:
Certified Meta-Coach

Technology of Participation:
Focused Conversations

Technology of Participation:
Strategic Planning

Ken Blanchard:
Situational Leadership II

Korn Ferry:
Emotional & Social Competency Index

Herrmann Brain Dominance Instrument:

HBDI and Whole Brain Thinking Assessor

Hogan Assessments:
Hogan Assessor

MIT:
Inquiry-Driven Leadership

Northwestern University:
Leading Diversity, Equity & Inclusion

Amazon Publications

IMPACT: A Leadership Fable - Your Power to Make a Lasting Difference

IMPACT: A Leadership Fable Companion - 200 Powerful Leadership and Personal Excellence Quotes

Known as The Leadership Strategist@:

Galen is a certified Executive Coach and acclaimed facilitator who offers insight from 30 years of operating experience with Fortune 500 companies. He has led in industry-leading corporations like Kraft Foods, Imperial Sugar, and The Coca-Cola Company. He also has 6 years' experience as a brick-and-mortar retail franchise owner. Galen is consistently sought to advise or serve on premiere non-profit boards where he provides oversight in governance, board development, CEO selection and organizational leadership. Galen has worked with leading brands such as Microsoft, Cisco, Merck, Capital One, W.W. Grainger Inc., KPMG, Navy Federal Credit Union, Salesforce, Deloitte, SpaceX, Edward Jones, Liberty Mutual, SSM Health, and over 60 others.

Operating Experience:

As a Senior Manager, Strategic Selling at Coca-Cola North America, Galen was an Internal leadership coach and Company-wide SME on global selling and negotiation processes. He led the redesign of global selling process and led training sessions across the U.S., Canada, Mexico, and England.

As Sales Capability Director, Galen trained, coached, and mentored 150+ sales, marketing, and cross-functional executives. As Director of Area Sales for Coca-Cola North America Galen managed \$34MM P&L while managing customer relationships headquartered in MO, So.IL, IN, KY and PA. He was inducted into the National President's Club by leading all peer groups at 103.2% vs. unit sales plan and 105.2% vs. earned profit plan.

As National Director of Foodservice Sales for Imperial Sugar Company, Galen was recruited by CEO as General Manager of \$110MM foodservice division representing 13% of company revenues and 22% of company net profit. Led 5 Region Managers and 49 contracted teams to grow net revenues by 60% over two-year period.

Thought Leadership:

- A two-time published leadership author who has coached or advised over 975 senior executives, CEOs, and non-profit leaders across 7 countries.
- Host of Whiskey, Jazz and Leadership podcast: 2024 Award Winner for Best Host and for Podcast in the Self-Help Category.

Social Impact:

- Incoming Chair of the SSM Cardinal Glennon Healthcare Foundation Board of Governors.
- Founding Partner of Power Moments, LLC - leading a collective of certified Executive Coaches serving Black & Brown C-Suite Executives.
- Senior Faculty of the National Fellowship of Black and Latino Male Educators
- Life Member of Kappa Alpha Psi Fraternity, Inc.