

Seth Levenson



Seth Levenson is an experienced consultant, coach, and speaker with an entrepreneurial track record in strategy consulting, executive education, software development, and change management. He helps clients focus their efforts in ways that will drive significant business results.

Because he believes that no leadership challenge can effectively be handled in the absence of the business context, Seth ensures that his clients are improving in ways that support their company's strategy, operating model, and culture. He brings his experience in marketing, finance, strategy, and product development to help his clients succeed in a number of areas: implementing strategy, becoming a trusted and effective leader, assimilating into a new leadership role, demonstrating business acumen, championing change, embracing difficult discussions, establishing new organizations or structures, and developing leadership bench strength.

Seth's easy style and keen sense of humor allow him to be direct and, as one client noted, "to say things in a way that people can hear them." He prides himself on what another client called, "being firm and gentle at the same time." Seth is able to analyze a situation and offer up suggestions that are both insightful and practical, and yet "gets out of the way" to let his clients be responsible for their own successes.

Previously, Seth was Vice President and Founder of the People Solutions Practice at Digitas, then a publicly-traded marketing agency focused on helping its clients connect with their customers through multiple channels. Additionally Seth was a co-founder and chairman of Executive Perspectives, where he was responsible for both firm management and client delivery until after he sold the firm to a publicly-held company. Early in his career, Seth was a consultant at Bain & Company, working in consumer marketing and acquisition analysis.

Seth's larger clients have included: Abbott Laboratories, Allergan, American Express, Bain Capital, Boston Scientific, Blockbuster, Compaq, Gap Inc., E*trade, Fidelity, Gillette, Hasbro, IBM, Kodak, Johnson & Johnson, Level 3 Communications, Merrill Lynch, Microsoft, National City Bank, New York Life, Novartis, Progressive Insurance, Raytheon, Ropes & Gray, Rockwell, Spencer Stuart, State Street Global Advisors, Sun Life Financial, Thomson, UBS, Unilever, United Technologies, and Xerox. He is equally comfortable helping executives in small and mid-sized companies.

He has taught in executive education programs at Cornell, Dartmouth, University of Toronto, and the International Management Institute. He has coached executives as part of custom executive education programs at Dartmouth's Tuck School of Business.

Seth received his B.A. in Economics (summa cum laude, Phi Beta Kappa) from Yale University and his M.B.A. from the Harvard Business School. He is currently a member of Marshall Goldsmith Partners, and has been affiliated with the Alliance for Strategic Leadership.