

# Mark Jacobs

Practice Leader



## Mark Jacobs has spent 30 years in executive leadership guiding major growth initiatives and turnaround efforts.

- Mark has led re-capitalizations and start-ups, developing key organizational change agendas and leading their evolution to profitability and achievement of scale.
- Mark led an initiative to develop and prove out the first business accelerator for mid-life companies.
- His success scaling mid-life companies gave mark the real-world experience necessary to define a construct for achieving scale. That business accelerator for midlife companies is the basis for the SmartScale Protocol.
- Mark is an alumnus of Motorola where he contributed to their world class Quality Systems initiatives – earning opportunities to work with operating unit leaders to define, plan and execute implementations.
- Within 2 years of graduating with his MBA the performance-based consulting firm he started boasted clients such as Caterpillar, Great Dane Trailers, Excel Communications, Marvin Windows and Doors – to name a few.
- Mark has also overseen and contributed to major educational initiatives including the Physicians Executive Leadership Institute (Duke University) and the National Science Foundation Learning Portal. He is the author of Reality Leadership (Forbes 2000) and The SmartScale Playbook.

Mark is a graduate of Indiana University where he earned an undergraduate degree in Operations Management with emphasis in Quantitative Business Process Implementation and an MBA where he concentrated his studies in accounting and finance.