



Education

- Georgetown University – MBA
- Princeton University – BS in Mechanical & Aerospace Engineering

Prior Experience

- Vice President – Strategy, DaVita, Inc.
- Vice President – Sales, Marketing & Strategy, Sugarbush Resort
- Senior Manager, Bain & Company, Inc.
- Product Development Engineer, The Boeing Company

Contact Information

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Mary Kowenhoven is the COO and Strategist for General Counsel West, PC. As COO, she oversees administrative and operational functions including recruiting, marketing, bookkeeping/finances, 401K plan administration, and other insurance management duties. She also provides strategic consulting support, including the creation and facilitation of strategic planning sessions for the firm, as well as guiding the synthesis and communication of legal insights for business purposes across clients.

Prior to joining General Counsel West, Mary founded Corporate Strategy West, an independent strategy consulting firm focused on small and mid-sized companies. Corporate Strategy West's mission is to help these companies achieve profitable and sustainable growth, by providing access to top tier strategy consulting. She continues to operate this practice through General Counsel West.

Before going out on her own, Mary served as Vice President of Strategy for DaVita, a Fortune 500 company and leading Healthcare provider of kidney care services (dialysis, pharma, education, vascular access, disease management) for patients suffering from Chronic Kidney or End-Stage Renal Disease. While at DaVita, Mary was responsible for Corporate Strategy development and communication, which included addressing the most critical strategic and operational issues within the current business portfolio and evaluating new business opportunities. In a shift to build in-house strategy expertise, she established an internal Strategy team, reporting directly to the CEO.

Mary began her strategy consulting career at Bain & Company, one of the premier global business consulting firms. She worked in the Toronto, Los Angeles, and Sydney offices over her eight year tenure on both Growth Strategy and Operational Improvement/Turnaround projects. Her clients spanned multiple industries, including Healthcare Services, Aerospace, Transportation (Airlines and Rail), Technology & Telecom, Financial Services, and Forest Products.

Prior to consulting, Mary was a Product Development Engineer for The Boeing Company.

Mary received her MBA from Georgetown University in 1996 and was elected into Beta Gamma Sigma Honors society. She graduated with Honors from Princeton University in 1991 with a Bachelor of Science in Aerospace Engineering. She was awarded the George Bienkowski Memorial Prize for outstanding academics and service to department and the Donald Janssen Dike Award for excellence in undergraduate research.

At DaVita and Bain, Mary led MBA & Analyst Recruiting. While at Bain, she was instrumental in initiating and developing Women's programs. She has been an active trainer and guest lecturer on Presentation Development.

Mary's passions include off-piste skiing, trail running, piano, and cooking, but most of all spending time with her family doing everything or nothing at all.