Jennifer Marcou

Speaker, Author, Leadership Coach

Speaker Kit

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COACH • AUTHOR • SPEAKER

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Bio

Jennifer Marcou is a highly sought-after international coach and speaker specializing in **introverted leadership**. Jennifer has spoken at prestigious global events such as Forbes Under 30, Create & Cultivate, and New York University. She is the author of *The Introvert Quiet Confidence Manifesto* and an upcoming book on introverted leadership*, **Lead with Quiet Confidence*** (to be released in Oct 6, 2026).

With 30 years of leadership experience at Microsoft and American Express, including roles as General Manager and Vice President, she has empowered hundreds of introverted professionals to elevate their confidence and impact at top global firms including **Microsoft, Amazon, Google, American Express,** Expedia, Danaher, Cepheid, Beckman Coulter, and others. Jennifer holds an MBA from NYU Stern School of Business, a Bachelor of Science in Biology from Georgetown University, and a Professional Coach Certification from the International Coach Federation. She is the **founder of Marcou Coaching and creator of the Lead with Quiet Confidence programs,** which help introverts increase their success by leading authentically rather than changing who they are.

With her mix of compelling story telling, science-backed insights and practical strategies, Jennifer Marcou empowers audiences to:

- **Recognize the power of introverts in the workplace**
- **Maximize their strengths through building confidence**
- **Have impact without changing who they are.**

Keynotes

- **Lead with Quiet Confidence**: How introverts can amplify their impact
- **The Talent You're Missing:** How Leaders Unlock Performance by Harnessing Every Voice—Not Just the Loudest

Workshops

- **Wisdom Within** and **Critical Voice**

Featured on:

- *Leave Better, What Do You Know To Be True?* podcasts

Connect with Jennifer

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Lead with Quiet Confidence:
How Introverts Can Amplify Their Impact

Program Description

Imagine a world where everyone can lead as their authentic self. The introverts would not have to act like extroverts and the extroverts would not have to be frustrated by not hearing the perspectives from introverts. Meeting the extroverted ideals in the workplace is challenging for introverts, leaving many introverts frustrated, underutilized, and invisible.

Fifty percent of the world population are introverts, yet many of introverts' ideas are lost…

Not because of their lack of potential for impact but because of their preferences to stay quiet and manage their energy.

In this empowering and enlightening session, you will better understand introverts, learn to appreciate their strengths and mitigate their challenges to amplify their leadership, earn respect and drive meaningful results. Introverts can have significant impact if they can accept themselves, and their organizations can appreciate and support their strengths to ensure high team performance.

Takeaways

You will learn simple and straight-forward strategies that you can use to:

- Appreciate the impact of introverted and extroverted preferences in the workplace
- Understand the cost of not having introverts perform at their best
- Learn and leverage the biological reasons and strengths of introversion
- Recognize challenges of an introvert in an extroverted culture and how to mitigate them
- Identify behaviors to have greater impact by showing up, connecting and contributing without changing an introvert
- Discover ways to refill one's energy tank

Whether you are an introvert or manage or work with introverts, you will find practical strategies that enable you to be more successful and impactful as a leader and employee to maximize team performance and retain talent.

Timing: 30-60 min

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The Talent You're Missing:
How Leaders Unlock Performance by Harnessing Every Voice—Not Just the Loudest

Program Description

Organizations don't have a talent gap - they're leaving potential on the table. This engaging keynote shows leaders how unlocking hidden introverted strengths can dramatically increase performance, engagement, and leadership impact across their organization.

Introverted silence isn't absence; it's untapped power.

Introverted leadership isn't a niche topic—it's a hidden lever for performance and untapped potential in every organization.

Leaders spotlight the loudest voices. Smart leaders spotlight every voice.

This keynote challenges traditional assumptions about participation and leadership - equipping

leaders to rethink how value is recognized and contribution is invited. By shifting from volume to impact, leaders will unlock deeper insight, stronger alignment, and more sustainable performance across their teams.

Takeaways

You will learn simple and straight-forward strategies that you can use to:

- Recognize the hidden cost of underutilizing introverted talent
- Understand the science behind introversion—and the strengths it drives
- Apply practical strategies to unlock contribution from every voice
- Create an environment where all strengths are seen, valued, and used
- Drive stronger performance by harnessing the full capability of your team

Whether you are an introvert or manage or work with introverts, you will find practical strategies to unlock hidden talent and drive performance across their entire workforce.

Timing: 30-60 min

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Wisdom Within Workshop

Program Description

You know that **inner knowing, that voice inside of you that knows what is the right path for you. That is your Wisdom Within.** But why is that voice so quiet? Why during times of stress or indecision does that voice disappear? What would you be able to do if you had that clarity on what to do or how to show up in any situation?

Confidence is not out there, it is within you.

The Wisdom Within Workshop will help you connect to that true self and provide techniques and strategies to access that inner knowledge. It is a powerful-interactive session to find your inner knowing.

Through a 20-minute guided visualization exercise, you will meet your Wisdom Within. Then you will learn strategies to ensure you can access your powers anytime even in times of stress.

Your Wisdom Within knows the right path for you. They are your own personal guide to help you through your most important decisions and challenges.

Takeaways

You will learn easy-to-repeat techniques to:

- Meet your Wisdom Within, your trusted inner knowing who can guide your decisions
- Identify strategies to use your Wisdom Within in times of stress or important decisions
- Identify ways to keep your Wisdom Within close to you every day
- Identify some relaxation techniques to better access your Wisdom Within

Timing: 60 Min
Group Size: 5-100 people
Format: Live or Virtual

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Program Description - Workshop

Critical Voice Workshop

Program Description

We all have that **negative, harsh, Critical Voice** in our head that tells us that **we are not good enough or smart enough**. It is the voice that says we can't do what we aspire to do. Imagine what would be possible if you could turn down that voice and fully be the person you are meant to be.

Negativity is a reflex,
but confidence is a practice.

The Critical Voice Workshop will help you recognize and reduce that negative voice. Through a 15-min visualization exercise, you will meet your personal Critical Voice. You will learn its important role to keep you safe. Then you will learn practical strategies for tuning out that voice. Your Critical Voice does not need to lead your thinking. This workshop will help you empower to be your true self without all the harsh internal criticism.

Takeaways

You will learn easy-to-repeat techniques to:

- Meet and name your Critical Voice
- Understand the role of your Critical Voice
- Identify how your Critical Voice is holding you back
- Recognize that your "why" is stronger than your worry
- Learn strategies to reduce that Critical Voice by:
  - Recognizing it
  - Removing it away from you
  - Rewiring your Critical Voice to support you
- Practice keeping your Critical Voice quiet while becoming who you are meant to be

Timing: 60 Min
Group Size: 5-100 people
Format: Live or Virtual

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Testimonials

"[Jennifer] helped me understand how being an introvert can be leveraged as a strength in the workplace, and also provided practical, useful tactics for how to quiet the “negative” inner voices and enhance the positive to give me more confidence to speak up and ask questions in conversations - especially when I am not an expert."

Director
Microsoft

“Your presentation was engaging and relevant for all students, not just introverts. The explanation of how the introvert brain works, combined with the visualization activity, created a meaningful opportunity for reflection and self-awareness. It was a reminder that strong leadership begins with understanding ourselves while also being aware of and responsive to others."

Technical Leader
Veralto

”[Jennifer] helped me see that I don't have to change who I am to be a great leader. It is showing up as I am; quiet but speaking with conviction, humble and operating with integrity. "

Asst Professor
Management
Montclair State University

“Jennifer's presentation was enlightening as her approach to leadership was unique. In a world where I worked with those who I defined as extroverted alpha males, she presented ways for introverted (or those who defined themselves as such) people to stay true to themselves while changing some behaviors to get heard. Her catchy phrases should be framed and on walls! It was eye opening to see what small but powerful changes can do.”

Retired
Microsoft
Leader

“The light bulb came on for me in realizing that introvert/extrovert isn’t how a person presents themself as much as discovering what replenishes or depletes their energy. Jennifer’s stories resonated with many in the audience and sparked questions that were answered with helpful suggestions to meet the challenges.”

Retired
HR Director
AFEX

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Fee Schedule

US, Canada and Mexico

30-60 min Keynote	$ 5,000
60 min Workshop	$ 2,500
Half Day (up to 4 hours)	$10,000

Non-Profit and Education

30-60 min Keynote	$ 2,000
60 min Workshop	$ 1,500
Half Day (up to 4 hours)	$ 5,000

Travel not included.
Please call for pricing on custom programs.

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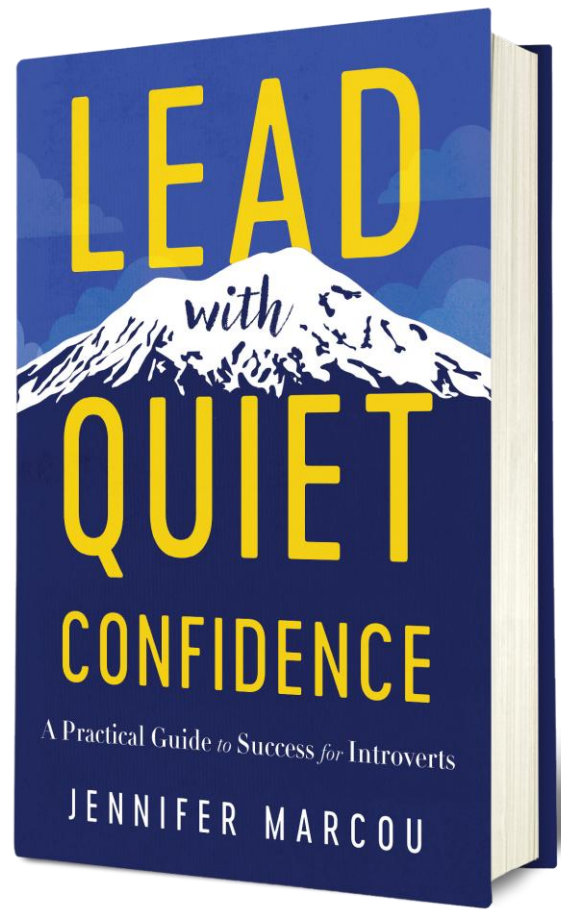
The Book

Lead with Quiet Confidence:

A Practical Guide to Success for Introverts

By Jennifer Marcou

Publish Date: Oct 6, 2026



Quiet confidence. Real impact.
Lead as an introvert—your way.

You don’t need to be the loudest voice to be a powerful leader. In *Lead with Quiet Confidence*, discover how to lead with influence, authenticity, and clarity—without performing, overextending, or changing who you are.

In a world built for extroverted norms, introverted strengths are often overlooked. This book reframes leadership for thoughtful, analytical professionals who want to increase their impact while staying true to themselves.

“Your wiring is your wisdom, not your obstacle”

With over 30 years of leadership experience, Jennifer Marcou shows how to turn your natural strengths into a strategic advantage—and build confidence as a skill through practical, research-backed tools.

Whether you’re stepping into leadership or ready to expand your impact, you’ll learn how to speak up, be heard, and lead visibly—on your own terms.

You don’t need to become louder.

You just need to lead as yourself—with quiet confidence.

Early Praise for Lead with Quiet Confidence

"Lead with Quiet Confidence is a powerful book because it will help unlock extraordinary talent and potential in people whose wisdom, calm, and insight have too often gone unseen."

Jared Spataro, Chief Marketing Officer, AI at Work, Microsoft

"Jennifer Marcou offers a science-informed, compassionate guide that helps quiet leaders step into their purpose, not by becoming someone else, but by becoming more fully themselves."

Scott Barry Kaufman, Cognitive scientist, author of *Transcend*

"Marcou presents a debut leadership guide on how to use introversion to your advantage in workplaces that often reward extroversion and visibility." ***Kirkus Reviews***

"As an introvert myself, I only wish I'd had access to this wisdom earlier in my career."

Susan Sobbott, Former President, Global Commercial Services, American Express

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