

Eliane Markoff
Senior Research Consultant



Eliane Markoff is an accomplished executive whose areas of expertise include market research and business development as well as training, development, and coaching for professionals.

After spending 19 years at Compaq Computer Corporation/Digital Equipment Corporation, she founded Markoff Consulting. Over the next decade she directed and managed multimillion dollar projects for sales and marketing organizations. She also researched key issues facing CEOs, CIOs, and CFOs and conducted best-practices roundtables.

During this time, she also conducted primary research for product development groups. Her recommendations for enhancing existing and new products and services resulted in an estimated 20% increase in revenues for her clients.

Ms. Markoff is an adjunct Professor of Organizational Behavior and Team Management at Bentley College's graduate business school. She also coaches technical professionals in management, communication, and leadership skills.

Ms. Markoff created and continues to lead a foundation that has raised over \$500,000 to fund eight chairs in medical research. She sits on the Board of Overseers of Newton Wellesley Hospital and is a member of the Leadership Council for the Kenneth Schwartz Center at Massachusetts General Hospital. Ms. Markoff is a member of Beacon Angels, an investment group where her areas of responsibility are health care and patient safety.

She holds a Bachelor of Arts degree in Economics from the University of Massachusetts - Amherst and a Master's in Business Administration from Boston College. She also completed a design project at the Graduate School of Civil Engineering at MIT.