



Kai Munshi

Senior Advisor

Kai Munshi has spent over two decades building his career in high-pressure environments where leadership is tested under real consequences. From U.S. Marine Corps infantry to passing a rigorous selection process to join the U.S. Secret Service's Special Operations Counter Assault Team, he developed an operator's understanding of what elite performance and accountability under pressure requires. As an executive, he leveraged that mindset to drive strategic objectives and elevate cross-functional organizational performance to elite levels.

Before Teamalytics, Kai served as COO of the world's largest law enforcement training academy, leading a team of executives responsible for 2,600 employees and contractors, a \$400M annual budget, and the delivery of specialized training programs across the United States and internationally. Following that role, he and his wife founded one of the first Electro Muscular Stimulation fitness studios in the U.S., building it to profitability within its first month of operation before launching a consulting firm focused on helping organizations build performance through culture-driven strategic planning.

At Teamalytics, Kai works with senior leaders across diverse industry sectors. He brings a direct, operator's approach to the work — helping leaders surface the behavioral data that reveals where team friction is slowing execution, building the accountability structures that hold under pressure, and guiding teams through the Forge to execute effectively at both the tactical and strategic level. He is particularly effective with individual high-performers who haven't yet built the team that can execute at their level.

Kai and his wife, Sheri, live in St. Simons Island, Georgia.



CAREER HIGHLIGHTS

- Former COO, world's largest law enforcement training academy — 2,600 employees, \$400M budget
- U.S. Marine Corps infantry veteran; U.S. Secret Service Special Agent, Special Operations Counter Assault Team

EDUCATION

- BA, International Studies, SUNY College of Brockport
- Executive Coach Certification, American University