



Mark Gallagher

SPORTS PERSONALITY

Most organisations talk about high performance. Few operate under conditions where every deadline is fixed by regulation, every decision is scrutinised in public, and the gap between winning and losing is measured in hundredths of a second. Senior leaders looking for a credible reference model for executing under that kind of pressure rarely find one inside their own sector.

Mark Gallagher is a former Formula 1 executive who translates the operating disciplines of elite motorsport into practical lessons for leaders running complex, high-pressure businesses.

Mark Gallagher's 2026 Biography

AVAILABLE FOR

- After Dinner Engagement
- Speaking

Why organisations work with Mark Gallagher

- Fifteen years on the management boards of Jordan Grand Prix and Red Bull Racing, plus leadership of Cosworth's F1 engine business. He has actually run the functions he describes.
- Author of *The Business of Winning* (Kogan Page) and co-author of *The Future Business Formula* with Sullivan & Stanley's Adrian Stalham. His frameworks exist in print, with a track record in front of senior audiences since 1998.
- Direct experience on FIA technical working groups covering safety and sustainability, including the development of F1's 2014 hybrid power unit. When he talks about decarbonisation or safety culture, he is describing rules he helped write.
- Close working relationships with current F1 drivers and teams through Performance Insights and Status Grand Prix, the A1 Grand Prix World Cup-winning outfit he co-owns. The paddock material he draws on is current.

MARK'S SPEAKING THEMES

- Change Management
- Climate Action and Sustainability
- Corporate Culture
- Digital Transformation
- Leadership
- Peak Performance
- Risk Management

Biography highlights

- Former management board member of Jordan Grand Prix (1998 onwards) and senior figure in the commercial build-out of what became Red Bull Racing
- Former head of Cosworth's Formula 1 engine business, which supplied roughly one-third of the grid under his leadership
- Founder and Managing Director of Performance Insights, his F1 consulting firm, and co-founder of Status Grand Prix, winner of the 2009 A1 Grand Prix World Cup of Motorsport
- Author of *The Business of Winning* (Kogan Page, 2014; 2nd edition 2021) and co-author of *The Future Business Formula* (Rethink Press, 2023)

LANGUAGES: English

- Member of FIA technical working groups on safety and sustainability, including the development of F1's 2014 hybrid power-unit regulations
- Media contributor to BBC, Sky Sports, ESPN, CNN, Channel 4 News and Al Jazeera; columnist for GP Racing Magazine; lecturer at Cranfield University

Biography

Formula 1 is one of the few industries where an operational failure on Sunday becomes a balance-sheet issue by Monday. Regulations shift every season. Deadlines cannot be moved. Mistakes are broadcast to hundreds of millions, and the competitive gap between first and last is measured in hundredths of a second.

That is the environment Mark Gallagher spent forty years inside. He sat on the management board of Jordan Grand Prix through its most competitive era, helped build the commercial arm of what became Red Bull Racing, and later ran Cosworth's F1 engine business as it supplied around a third of the grid. His consultancy, Performance Insights, works with F1 teams and commercial partners today.

His books give the method a shape outside the paddock. *The Business of Winning*, published by Kogan Page, sets out his lessons on leadership, safety, performance management and communication. *The Future Business Formula*, co-written with Adrian Stalham of the change consultancy Sullivan & Stanley, translates F1's operating principles into twelve design rules for organisations built to change at speed. Mika Häkkinen wrote the foreword.

He has also served on FIA technical working groups on safety and sustainability, including the shift to hybrid power units in 2014, and lectures at Cranfield University. For a senior audience, the value is specific: a practitioner who has run the commercial, engineering and regulatory sides of one of the world's most publicly scrutinised high-performance businesses, and can describe what each of those jobs actually demanded.

Key speaking topics

- High-performance team culture in elite sport
- Leadership under non-negotiable deadlines
- Data, telemetry and decision-making at the operational edge
- Safety, risk management and regulatory change
- Sustainability and the energy transition in global sport
- Technology partnerships and digital transformation
- Change management in regulated industries

Ideal for

- Senior leadership teams, boards and C-suite audiences responsible for high-stakes operational performance
- Engineering, manufacturing and technology organisations facing regulatory change or digital transformation
- Commercial, sponsorship and partnership teams working across technology-heavy sectors
- Safety, risk and sustainability leaders looking for a real-world reference point on culture and governance

Audience outcomes

- A working sense of how F1 teams hit immovable deadlines without compromising safety or commercial discipline
- Specific examples of how telemetry, simulation and real-time analytics translate into faster decisions at the operational edge
- A credible reference point for treating safety culture as a performance lever inside the business
- Examples and language from elite motorsport that senior leaders can carry into their own strategy and change conversations

Mark Gallagher's 2026 talks & topics

How a Team Culture Fuels High Performance

An inside account of how Formula 1 teams design, build and operate against non-negotiable deadlines, and how leadership culture drives accountability and cross-functional execution at scale.

Key takeaways:

- How high-performance culture holds up under deadline pressure in complex environments
- Why accountability and cross-functional communication dismantle silo thinking
- How leaders align teams behind ambitious strategy while retaining agility in fast-changing conditions

Using Big Data to Accelerate Success

An examination of how Formula 1 has built a data-driven culture focused on marginal gains, continuous improvement and real-time decision-making across global operations.

Key takeaways:

- How data acquisition and analytics improve performance, manage risk and speed up decisions
- How integrated information flows connect trackside teams with headquarters and protect critical systems
- How simulators, additive manufacturing, machine learning and AI support operational excellence

Turning Safety into Results

A practical exploration of how Formula 1 rebuilt its approach to safety and risk, embedding clear priorities, process discipline and data-driven learning across the sport.

Key takeaways:

- How leadership-mandated safety priorities reshape organisational behaviour

- How process safety and data analysis reduce risk and improve outcomes
- How HSE best practice and governance frameworks strengthen performance beyond the core operation

Driving Business Benefits from the Pace of Change

A perspective on how Formula 1 has handled structural change in business models, regulation, global expansion and media, and repositioned teams as technology providers to other industries.

Key takeaways:

- How organisations respond to regulatory shocks and market disruption
- How diversification and technology transfer open new commercial opportunities
- How leadership teams communicate and implement transformation at scale

Sustainability in F1

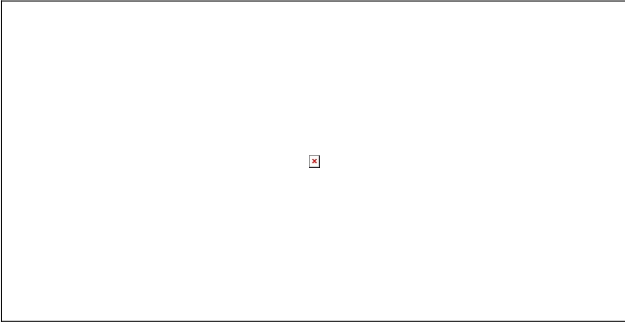
An overview of Formula 1's carbon-neutral strategy and its transition toward low-emission technologies, highlighting the role of innovation in decarbonising a global sport.

Key takeaways:

- How a carbon-neutral strategy can be applied across operations, events and supply chains
- How hybrid engine technology and AI support efficiency and performance
- How sustainability initiatives create relevance beyond the core industry

Mark Gallagher's Videos





What Mark Gallagher's clients say

Mark's presentation was tailored to fit our business and conference theme, the delivery was professional, highly motivating and extremely interesting for our large international audience. Mark received excellent feedback from all delegates.

Vice President Global Sales, Marriott Hotels International

Mark brought the glitz of Formula 1™ racing right back to the basics of business and the fundamental role powerful teamwork, at all levels, plays in an enterprise's success. A compelling, insightful and inspiring story for all personnel in any organisation!

Managing Director, Heineken Ireland

Mark Gallagher's 2026 speaking fees

Specific fees fall within the ranges shown. These are presented as a guide only and are subject to change without notice.

	EUR	GBP	USD
Home Country	Under €12000	Under £10,000	Under \$15000
Asia Pacific	€12000 to €40000	£10,001 - £35,000	\$15000 - \$50000
Europe	Under €12000	Under £10,000	Under \$15000
Middle East & Africa	€12000 to €40000	£10,001 - £35,000	\$15000 - \$50000

South America	€12000 to €40000	£10,001 - £35,000	\$15000 - \$50000
United Kingdom	Under €12000	Under £10,000	Under \$15000
US East Coast	€12000 to €40000	£10,001 - £35,000	\$15000 - \$50000
US West Coast	€12000 to €40000	£10,001 - £35,000	\$15000 - \$50000
Virtual	Under €12000	Under £10,000	Under \$15000