



Terra Winston

Principal

Contact:

terra@nextsteppartners.com

Education:

- BS, University of Virginia
- MBA, Stanford Graduate School of Business

Certifications:

- The Hogan Assessment
- Myers-Briggs, MBTA[®]
- The Coaches Training Institute

Selected Clients:

MillerCoors, Bain, Deloitte, NewSchools Venture Fund, Sidley Austin, Morrison Foerster, Google, PricewaterhouseCoopers, Ball Corporation, National Black MBA Association

Business acumen does not have to be mutually exclusive to soft skills, ones such as influencing, motivating, managing, and leading. Terra has dedicated her life to helping clients navigate successful careers that drive their own fulfillment

Terra's coaching approach is direct and practical, giving leaders the tools and support to address their most challenging concerns. Through a process of reflection, she helps leaders separate the core issue from its symptoms. Her clients have included Deloitte, MillerCoors, PepsiCo, Time Warner, Sidley Austin, Surge Institute, and Bain.

Terra's successful approach comes from her unique blend of "hard" and "soft" skills. She holds a BS in Systems Engineering from the University of Virginia and an MBA from Stanford University.

Prior to becoming a coach, Terra worked at Deloitte Consulting on process, strategy, and organizational engagements. With projects in the telecommunications and financial services industries, she took a broad perspective across functions to deliver sustainable solutions that addressed issues from a systems philosophy. After Deloitte, Terra joined PepsiCo as an organizational development specialist, ultimately moving into a Director role doing traditional HR generalist work.

Terra calls Chicago home, where you are likely to find her enjoying the serenity of Lake Michigan or picking up new knowledge at a cool lecture.

