

## **Dina Denham Smith** Principal

## Contact:

dina@nextsteppartners.com

## Education:

- MBA, University of Michigan Ross School of Business
- MS Industrial/Organization Psychology, Colorado State University

## Certifications:

- Immunity to Change
- Enneagram Individual & Teams
- Myers Briggs Type Indicator
- Leadership Circle Profile 360, Teams & Culture Survey
- Psychological Safety Assessment
- The Hogan Assessment
- Hudson Institute
- NeuroLeadership Institute
- EQi 2.0
- DiSC
- Team Diagnostic Survey
- 5 Behaviors of a Cohesive Team
- Insights Discovery
- Shift + 360
- Social Styles
- Leader Network Diagnostic
- Shift Positive 360
- Systemic Team Coaching
- Six Conditions

Selected Clients:
Adobe, Netflix,
Gilead, Gap,
Goldman Sachs,
Clorox, PwC, Norwest
Venture Partners,
Unity Technologies,
Iterable, Egnyte,
Nurix, Dropbox,
DocuSign, Stripe, and
high growth startups.

Dina helps leaders and teams become the best of who they are and what they do. Working at companies ranging from world-leading brands to high-growth start-ups, Dina specializes in helping her clients lead and thrive in fast-paced, constantly changing, and uncertain environments.

Dina's background as an executive and deep coaching expertise enable her to be a true strategic partner to her clients. Prior to becoming an executive coach, Dina served as EVP of a boutique private equity firm and affiliated international operating company which grew sales 15x during her tenure. Dina was also a top executive at a digital marketing agency where she led and scaled a 75+ person Account Management and Professional Services organization. Dina started her career as a management consultant for PwC, where she led numerous projects and teams to drive large scale strategic change.

Working as a peer and partner, Dina helps her clients create adaptive solutions that address their most pressing challenges, enhance their effectiveness, and capitalize on opportunity – at the individual, team, and organizational levels. Clients comment that they appreciate her pragmatism, warmth, and ability to help them unlock new ways of thinking and leading that accelerate their success.

Dina is a regular contributor to HBR, Fast Company, and Forbes, and writes about leadership and strategies for high performance.

Originally from the East Coast, Dina now happily calls the Bay Area home. Outside of work, Dina is a competitive equestrian, avid skier, and loves exploring and spending time with her family and friends

