



# Duncan Drechsel

## Principal

**Contact:**

duncan@nextsteppartners.com

**Education:**

- University of California, Irvine
- Cornell, Johnson Graduate School of Management

**Certifications:**

- The Coaches Training Institute
- Immunity to Change
- Enneagram
- Leadership Versatility Index
- Thomas Kilman Conflict Instrument

**Selected Clients:**

Bank of the West, NerdWallet, Genentech, AAA, Cisco, Clorox, Intersect Power, Eventbrite, Recurrent Energy, The Hewlett Foundation, LinkedIn, BioMarin, Bridgespan

Duncan brings a significant depth of operating expertise with high-growth and emerging businesses as context to his work with clients including general management, marketing, strategy and product management. He has held leadership roles at organizations including Walmart, Pacific Telesis (now AT&T), BabyCenter (now Johnson & Johnson) and caused-based work at Common Sense Media.

Duncan helps individuals and teams embrace and utilize their unique strengths, identify and overcome their limitations, and develop new leadership skills. He serves as a catalyst for change working to develop highly engaged, high-performance cultures built on a foundation of authentic leadership.

His work with clients focuses on building awareness, connection to purpose, and clarity of intention.

Duncan holds an MBA from Cornell, and a BA in Economics from University of California, Irvine. His coach training is with the Coaches Training Institute.

Duncan lives in Marin County and has two sons. He can often be found riding and running on trail or road, and competes in triathlons as a celebration of fitness.

