



## JEFF ERTEL

Managing Director

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[VCARD](#) | [LINKEDIN](#)

Jeff partners with executives and their teams to provide insight and resources for improving their leadership skills and the performance of their organizations. He utilizes a collaborative, flexible, and pragmatic approach to determine the key drivers of success. Jeff also brings an understanding of organizational dynamics and the challenges today's leaders face to help senior leaders and high-potential talent strengthen their leadership skills.

With 25 years of international business experience, Jeff has served on executive leadership teams for large global and mid-sized private equity companies. During his career, he assisted in developing and implementing aggressive growth strategies that more than tripled the revenue in his division and supporting the successful sale of a nearly \$1 billion private equity portfolio company. Jeff is a Marshall Goldsmith-certified coach who has coached hundreds of leaders in improving their effectiveness, overcoming deficiencies, and achieving at a higher level.

### FUNCTION & SPECIALIZATION

- Executive and leadership coaching
- Assessing leadership teams and team development
- Organization structure, design, and assessment
- Group facilitation
- Change management

### REPRESENTATIVE CLIENTS & PAST EXPERIENCES

- PetSmart
- Alight
- Maximus
- Tessengerlo Kerley Inc.
- Portfolio Recovery Associates
- The CORE Institute / HOPCO
- Louisiana Workers Compensation Corporation
- Nestle USA
- Treasury Wine Estates
- Victor Technologies International

### EDUCATION, LICENSES & CERTIFICATIONS

- MBA, Marketing, University of Wisconsin
- B.A., Marketing and Finance, University of Michigan
- Stakeholder Centered Coaching certified coach and has completed extensive coursework at Nestle's global leadership center in Switzerland

### PROFESSIONAL ASSOCIATIONS & COMMUNITY ORGANIZATIONS

- International Coach Federation