

# Michael Brainard

San Diego, California

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STRATEGY



Michael Brainard (MA, MS, PhD) brings over 15 years of experience as a management consultant, senior executive, executive coach, manager, entrepreneur, and researcher. Michael has worked with many executives and organizations across industries blending a strategic, behavioral, and experiential learning approach. Michael's diverse background ranges from being a coach, to being a senior executive who has gone through coaching, from being a rain-maker to being the senior executive who must leverage talent, infra-structure and multiple stakeholders' interests to produce business results, and from a board member of a non-profit to authoring multiple 'for profit' organizations' strategic plans. Michael currently serves on the Board of Directors of Big Brothers Big Sisters, as well as Health Revenue Assurance Associates (OTC – BB).

As a management consultant, Michael has designed and conducted process re-engineering and restructuring, organizational assessments, leadership development initiatives, performance management systems, change management processes, and a variety of strategic planning initiatives. Additionally, Michael has worked as a post-acquisition internal and external integration leader.

Michael was a Division I collegiate wrestler at the University of Delaware and professional boxer for 3 years. Michael has experience as a senior executive in a corporate development leadership role, in both a publicly traded consulting firm and a financial services firm. Michael's educational background enables a unique understanding of psychological principles and positions him to facilitate growth in other business leaders. This combination of psychology and business has had an immeasurable benefit for Michael's clients.

As a speaker, Michael has delivered keynote talks to such groups as the Association for Corporate Growth, PIHRA, SHRM, PCMA, OCEMA, and a variety of corporations. As a researcher, Michael has contributed to publications and presented his research findings on performance appraisal systems, telecommuting, and leadership development at a variety of professional organizations.

His recognized leadership abilities have extended from business ownership, research, and academic achievements. Through his confidential work with executives, Michael has become known for his ability to motivate and energize leaders from diverse backgrounds, identify potential areas of opportunity for business leaders, and take action to facilitate growth for his clients. Michael is currently involved in growing a business by way of leading Brainard Strategy, a management consulting firm focusing on organizational development, Leadership Development, and business strategy practices.

Client industries have included biotechnology, manufacturing, high technology, information services, consumer packaged goods (foods), financial services, telecommunications, and construction. Some of the clients who have benefited from the expertise of Michael Brainard are Louisiana Pacific, Beckman Coulter, Memorial Healthcare, Sequenom, Golden State Foods, Celanese, VMWare, Allergan, Experian, Goal Financial, McCarthy Construction, National Semiconductor, Conagra, Dell, Scripps, Baker Engineering, Qualcomm, Ericsson, San Diego Port Authority, and many others.

Michael received a BA in Psychology at the University of Delaware, an MS and his Ph.D. in Industrial Psychology at Alliant International University.