

Andrew Johnson

San Diego, California

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Andrew is Vice President of Business Development for Brainard Strategy. Brainard Strategy is a management-consulting firm that provides organizational development and business strategy consulting services and processes.

Andrew is an experienced, energetic, and motivated Business Consultant and Executive Leader. His results-oriented and well-networked background is the basis of his tenacious and influential approach toward business-to-business development with prominent San Diego companies.

In his current role, Andrew generates B2B solutions through long-term relationship management for companies throughout Southern California. In addition, his experience with organizational development concepts and applications provides him the opportunity to help organizations uncover the root cause of its problems and areas of opportunity. He continues to manage ongoing projects with existing clients that lead to overall client satisfaction. He is known in the community for connecting leaders with the resources they need both within and outside of the Brainard Strategy network.

Andrew has a unique blend of experience. His career, which began as a college professor, helping students uncover their hidden potential and eliminating barriers, has manifested into full-scale organizational development and strategic planning. This has led to successful projects, conducting needs analysis, and facilitating workshops and seminars in a variety of subjects. His expertise spans large-scale process improvement, performance management, execution, communication, executive leadership, team performance, and 360-degree feedback. His energy, values orientation, and passion for teaching all help processes become more efficient, leaders become more effective, and teams perform at optimal levels. His desire to breakdown unseen barriers helps Andrew find the best fit in developing and designing the best-desired outcomes. His keen interest in developing successful client relationships creates a safe and proactive environment that builds trust and a platform to takes risks. His approach is to create lifelong partnerships and customize programs and processes that match the culture and approach of the company.

Andrew earned his Master's in Historical Research and Methodology at California State University, Fullerton and received his Bachelor's in History at the University of Laverne. He is a certified DiSC trainer and received his CEP for coaching from Coach U, the oldest coaching school in the nation.