



Teresa van Oorschot

Teresa is a coach for personal development and career guidance, an activity she shares alongside being a consultant for business organization and entrepreneurship.

Since 2010 she has participated as an executive coach in focused and custom programs in the IESE Business School and with the IESE Alumni association.

She is an industrial engineer (Polytechnic University of Catalonia) and has completed several graduate programs among which can be highlighted the Management Development Program (in IESE) and the Program for Leadership, Vicens Vives (in ESADE).

She has been trained as a coach through the Structural Coaching program by the DCT and is certified by the OCC-international.

Teresa began her career as a consultant in 1993, an activity she performed for more than a decade until she joined Grupo Damm, in 2003, as the person in charge for systems and processes management and member of the Corporative Committee in Damm. Her time spent in consulting includes AGE Corporation (now Abantia), Mazars and IBV Corporation, Grupo Evolucionaria or Altran, and Public Administration entities like the Government of Catalonia or The Balearic Islands and the Council of Barcelona.

She is an expert in organizational improvement, process management, management by objectives, continuous improvement and change and team management.

During her career path she has learned the great importance that people represent for the success of any organization. This is what has led her in recent years to a professional change that has materialized in WIN, the project through which she aims to provide help to professionals

who want to improve their performance and career aligned with their priorities and, also, to companies which believe in the active role talent has for their development.

Currently she also collaborates as expert coach with the SME Instrument within the Executive Agency for SMEs (EASME) of the European Commission in the Horizon 2020 Program.

She truly believes, as she has had the opportunity to confirm from her experience, that anyone has the potential and resources to achieve their goals.