

# The Preston Associates

EXECUTIVE COACHING SPECIALISTS

**DEREK WILSON MBE**  
CHEVALIER DANS L'ORDRE NATIONAL DU MERITE  
PARTNER, MENTOR & EXECUTIVE COACH

derek.wilson@theprestonassociates.com  
M. +44 (0)7766 566656  
T: +44 (0)20 7373 5663



Derek is a portfolio non-executive Chairman with 40 years Managing Director experience including 8 years as CEO of a company quoted on the London Stock Exchange. He is a practical, hands-on executive coach and mentor who consistently unlocks possibilities for Boards, CEOs and senior executives. He excels at sharpening skills and inspiring maximum performance. His goal is to help his clients achieve their full potential, positioning them to create change, be the best they can be and contribute more richly.

## Experience

After a long and successful career in the food and drinks manufacturing and retail sector, Derek has been a Council member of the Institute of Directors for 9 years and was a leading light in the development of its Chartered Director qualification. He is currently President of Andros (makers of Bonne Maman); a Board Member of the Sales Agency Council of the Grocery Manufacturers of America based in Washington; a Trustee of the American Sales and Marketing Association; immediate Past Chairman of the International Sales and Marketing Companies based in Toronto; Past President of the European Sales & Marketing Association; a Member of the Advisory Board of Devonshire Corporate Finance; and Chairman of 3 other companies.

He was awarded an MBE by the Queen in her Birthday Honours list in June 2015 for services to business, and the Chevalier dans L'Ordre National du Mérite by President Mitterrand of France in 1995. He was also awarded active service medals as an officer in the Volunteer Air Force.

His gravitas, commercial acumen and vast experience enables Derek to be extremely effective in bringing new perspectives on global management and leadership issues. He sheds light on core issues for his clients - promotions, stretch assignments, addressing conflict resolution, "management underperformance," team development and career management - enabling them to lead change effectively to create high-performing, results-driven organisations. Derek's expertise in developing enhanced, strong and self-confident leadership competencies contributes directly to the strategic imperatives of the business. He is highly experienced in resolving relationship issues which may be creating problems at an organisational level. As the president of the International Sales and Marketing Association said: "If you are on an iron lung, you would definitely want Derek Wilson on the hand pump!"

## Education, Qualifications, Professional Memberships

- M.A. Cantab, in Economics
- B.Comm (UCT)
- Post Graduate Certificate in Executive Coaching, University of Derby
- Guest Lecturer on PG Cert Executive Coaching programme at Chester University
- Member of the EMCC (European Mentoring and Coaching Council)