

“If a person has theory without experience, and knows the universal but does not know the individual included in this, he will often fail to cure; because it is the individual that is to be cured.”

Aristotle

As Aristotle knew: Theory without experience is as worthless as theory without knowledge of the relevant facts and requirements. The basis of my services is therefore the valuable combination of qualified, extensive training, many years of international management experience and concentration on my clients' individual requirements. I have also gained exceptional experience in many discussions, negotiations and presentations with prominent senior managers and politicians, including at ministerial level. Experience from which my clients derive direct benefit!

MY KEY AREAS OF ACTIVITY AND EXPERTISE

- Executive coaching
- Leadership and management training
- Training courses and seminars on (cross-cultural) communication skills
- Conflict management
- Acquisition and sales training
- Organisational and personnel development
- Moderation
- Speech

MY REFERENCES (SELECTION)

- | | |
|--|---|
| <ul style="list-style-type: none"> ■ A. Schulman GmbH ■ Aicuris GmbH & Co.KG ■ Bundesagentur für Arbeit, IT-Systemhaus ■ D&E Metall und Technik GmbH ■ DB Schenker AG ■ E. Reinhardt GmbH ■ Faurecia GmbH ■ Ferrostaal GmbH ■ FOGTEC Brandschutz GmbH ■ Goldschmidt Thermit GmbH ■ Haus der Technik, Cooperating Partner of RWTH Aachen and the universities of Bonn, Braunschweig, Duisburg-Essen and Münster ■ Kurita Europe GmbH ■ Leistriz Turbinentechnik GmbH ■ Linde & Wiemann GmbH | <ul style="list-style-type: none"> ■ MAN Truck & Bus AG ■ Nissan Center Europe GmbH ■ PHOENIX CONTACT GmbH & Co. KG ■ Putzmeister Solid Pumps GmbH ■ SAS Autosystemtechnik GmbH & Co. KG ■ SCI Verkehr GmbH ■ Telefónica Germany GmbH & Co ■ ThyssenKrupp ■ TRICON Design AG ■ Wilson Rail GmbH ■ Yalwa GmbH |
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My longstanding customer base also includes many other clients – from individuals through to international enterprises.



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YOUR ADVANTAGES

- Coaching, moderation and training which are individually tailored to your requirements or to your company's needs and requirements
- Efficient transfer of knowledge and experience
- Quick and sustainable results in everyday business
- Coaching and training courses in German and/or English if required

PROFESSIONAL BACKGROUND

- 2005 – present Coach, moderator and trainer, since 2011 as an independent contractor
- 2009 – 2010 Head of Organisational Development, MAN AG/Ferrostaal AG 2002 – 2008 Head of Transportation Business Unit, MAN AG/Ferrostaal AG

EDUCATION AND TRAINING

- 2011 IHK (German Chamber of Industry and Commerce) Trainer certification
- 2008 Licensing as MBTI® Trainer (Myers-Briggs Type Indicator)
- 2007 Certification in “Neurolinguistic Programming (NLP)”
- 2005 “Coaching and Moderation” distance learning course at Bielefeld University leading to the award of “Accredited Coach and Moderator”
- 2005 Further training in “Transaction Analysis” (DGTA)
- 2002 – 2006 Further training in executive development at the MAN Academy for senior and executive level management
- 2002 – 2006 Further training in management strategies at the European School of Management and Technology, Berlin
- 1985 Certification as a “Wholesale and Foreign Trade Merchant”

PRACTICAL EXPERIENCE AND SKILLS

- Discussions, negotiations and presentations with senior managers of international companies and high-level government representatives, including at ministerial level
- International management experience with a high degree of cross-cultural competence
- In-depth knowledge of the international market (Europe, Asia, Africa, Latin America)
- Managerial responsibility for employees at home and abroad
- Coaching of executives and junior executives
- Seminars and training courses in communication skills and impact
- Cross-cultural sensitization training courses
- Training courses in customer-oriented behaviour
- Acquisition and sales training courses
- Decision-making and conflict moderation at national and international level

If you require further information, have any questions or would like an initial face-to-face meeting, please call or email me!

With kind regards

