

PROFILE CONSULTANT / TRAINER

Johannes Staudinger

Consultant and Trainer of CONTUR GmbH

Year of Birth: 1979

Nationality: German



Key activities	<ul style="list-style-type: none"> ▪ Training for sales and negotiation ▪ Trainings for communication and presentation skills ▪ Coaching ▪ Consultant for debriefing of feedback-processes, e.g. 360 degree feedback Debriefing
Employment history	<ul style="list-style-type: none"> ▪ Trainer and Coach, CONTUR GmbH ▪ Department leader Customer Management, Audi & Porsche DEEDS Delphi Germany, Neumarkt i.d.Obpf. ▪ Business Manager, MBtech Group, Neutraubling ▪ Key Account Manager Daimler AG, Dräxlmaier Group, Vilsbiburg ▪ Productmanager, Dräxlmeier Group, Vilsbiburg
Certificates	<ul style="list-style-type: none"> ▪ Systemic Coach, INSYS Regensburg Consecutive studies in international behaviour with focus on USA and Japan, University and UAS Regensburg ▪ Trainings in the area of sales management and negotiating ▪ Various trainings in the area of quality and development of electrical and electronic components (AUTOSAR, SPICE, FMEA, V-Modell) ▪ Academic study business management, focus on international management, with diploma, UAS Regensburg ▪ Completed apprenticeship as industrial merchant
References	<ul style="list-style-type: none"> ▪ Responsibility and steering of all relevant activities for customer Audi and Porsche within the scope of product, Delphi Deutschland ▪ Establishing, leading and economic steering of development teams, MB Tech Group ▪ Strategic execution and steering of worldwide sales initiatives within the responsible customer & product area, Dräxlmeier Group ▪ Conception and provision of various Inhouse-Trainings for sales representatives
Level of hierarchy	<ul style="list-style-type: none"> <input type="checkbox"/> Top-Management <input checked="" type="checkbox"/> Middle-Management <input checked="" type="checkbox"/> Project Manager <input checked="" type="checkbox"/> Junior High Potentials <input type="checkbox"/> Shopfloor Employees

Working languages

- German
- English

Experience

- Germany
- International: