


**Management Consulting for Coaching,
Training and Persona**

2010

COACH  KONTOR

Who we are

Coachkontor e.K. is an independent consulting company for professional coaching, training and recruitment.

12 coaches and partner with more than 20.000 hours of coaching experience support you in designing personnel development concepts and in seeking and attracting the best people for your enterprise.

We work hand in hand with qualified partners and our **Quality Audit** ensures the expertise of our coaches.

How we work

Our goal is to strengthen your strategic position and competitiveness by offering innovative services.

For us, our work is defined as identifying and understanding your concerns, generating solutions and then putting qualified partners or candidates in place by careful consideration of the individual situation.

After cooperation we measure customer satisfaction through our **Online Feedback** and display the results online.



Das Mögliche möglich machen. Making the possible possible.

What we think

We define coaching as a process of change, which is solution-oriented and allows the participants to see their world in a new light.

An essential precondition is the willingness and ability to allow yourself to be guided.

We would like to provide you with the tools to successfully face the challenges of a constantly changing environment.

Where we act

The emphasis of our activity lies in Europe with the focus on Germany and Switzerland.

We concentrate on the industries IT & Telecommunications as well as Banking & Insurance.

In terms of content we predominantly advise enterprises in the areas of Management, Sales and Recruitment.



Matthias Krueger

Managing Director

(German/ English)
born in 1968

Person

- Since 2004 Managing Director, CoachKontor e.K. Munich.
- Since 2002 Partner JORK Effectiveness, Frankfurt.
- 1999 - 2002 Sales Manager, Cisco Systems GmbH, Munich.
- ... - 1999 Account Executive, Lucent Technologies GmbH, Munich.

Qualifications

- 10 years of practice as Sales Manager
- Management Consultant (BDU Service GmbH)
- Consultant for Assessments (INSIGHTS MDI)
- NLP Diploma (Mind Systems)

Expertise

- Management Consulting (Coaching & Training)
- Consulting for Assessments and Diagnostics
- Structural and Process Organization
- Recruitment

References

ADAC, Bankgesellschaft Berlin, Brainlab, Cisco, Conti, Fiducia, Mark-E, Nortel, Mitel, Reemtsma, Siemens ICN, O2 Germany, Texas Instruments, ...



Dr. Angelika Marighetti

Business Coach

(German/ Eng./ Ital./ Fren./ Span.)
born in 1959

Person

- Since 2007 Owner, amcoaching, Frankfurt.
- 2005 - 2006 Manager/Coach, Boeing Consult, Frankfurt.
- 2000 - 2005 Organizational Change Consultant, IBM Business Consulting, Frankfurt.
- ... - 2000 Management Consultant, Mummert and Partner, Frankfurt.

Qualifications

- R.O.M.P.C. Consultant and Coach (stress reduction)
- G.R.O.W. Coach (John Whitmore)
- Coach (Institut for transactional analysis)
- Systemic Consultant (Family and Organization)

Expertise

- Business- and Team Coaching
- Intercultural Coaching
- Stress Management
- Corporate Communication

References

ABB, alpheus solutions, Colt, Commerzbank, Comdirect Bank, Comdirect Italia, Deutsche Bank, HSH Bank, Hapag Lloyd CL, Kreditwerk, ...



Prof. Thilo Buesching

Business & Sales Coach

(German/ English)
born in 1962

Person

- Since 2000 Managing Director, Dr. BÜSching & Partner, Munich.
- 1997 - 2000 Authorized Signatory, Tourismus-Zentrale, Hamburg.
- 1995 - 1997 Member of the head office, SAT.1 Sport, Hamburg.
- ... - 1995 Assistant of the Director of SAT.1 Sport, Reinhold Beckmann, Hamburg.

Qualifications

- More than 10 years of top management experience
- Master of Economics, University of Marburg
- Professor for Media Management, University of Applied Sciences, Würzburg-Schweinfurt

Expertise

- Interim Management
- Sales Management
- Market Research ▪ Capital Procurement
- On-Job-Coaching ▪ Supervision

References

Xon Software, Scoutmaster, Bundesgartenschau München 2005, Peters Peters Schulz & Partner, FM Radio Network, efonds24.de, ...





Robert Stein- Holzheim

Business Coach

(German/ English)
born in 1961

Person

- Since 2003 Consultant, Federal State Government of Hessen, Frankfurt.
- 2000 - 2002 Independent Consultant for Communications, Frankfurt.
- 1998 - 2000 Director Communications DeMinds B.V., Maastricht.
- ... - 1998 Independent Consultant for Communications & Concepts, Frankfurt

Qualifications

- Cert. NLP Trainer (INLPTA)
- Cert. Business Coach (INLPTA)
- Cert. Trainer for Presentations (HPS-Trainings)
- Consultant for System Dynamics (INLPTA)

Expertise

- Integrated Corporate Communications
- Strategic Conceptions
- Systemic Coachings
- Presentation Trainings

References

Compaq, DELL, Brother, Schwacke, Hewlett Packard, Union Investment, DAK, PriceWaterhouseCoopers, Radio FFH, WebDirekt, Will&Partner, ...



Nike Gaertner

Business Coach

(English/ German/ French/ Italien)
born in 1966

Person

- Since 2003 Owner, Fish2water Consulting, Hamburg.
- 2000 - 2003 Senior Account Manager, Telia, London.
- 1997 - 2000 Account Manager, AT&T Communications Ltd, London.
- ... - 1997 International Strategic Buyer, AT&T Communications Ltd., London.

Qualifications

- Coach (Oxford & Cambridge Board/Coaching F.UK)
- Cert. Consultant for TIP (Int. Profile-Worldwork Ltd.)
- Diploma in Management Studies, Open University, London

Expertise

- Corporate Intercultural Coaching
- Intercultural Training
- Business Coaching
- Sales Coaching

References

Tektronix Inc., Tektronix Berlin, Reemtsma, Cendant Mobility, Staffnet.de, DHL Global Mail, Texas Instruments, ...



Emil Salzeder

Business Coach

(German/ English)
born in 1969

Person

- Since 2005 Co-operation Partner, Essential, Esslingen.
- Since 2005 Co-operation Partner, Bank Academy, University of Augsburg.
- Since 1999 CFO, com.cultur GmbH, Munich.
- ... - 1999 ProjectLeader Training, Clientlogic Inc., Munich.

Qualifications

- Banker/ Master in Business Administration
- MTD Master in Training and Development
- NLP Practitioner
- Analyst and Auditor for Management Systems

Expertise

- Service Optimization
- Complaint Management
- Sales Coaching
- Telemarketing

References

BMW, BMW Bank, Neoplan/ MAN Bus, HVB Direkt, CiV Versicherung, Commerzbank, FTI, L'TUR, STA Travel, Travel Overland, TÜV Automotive, ...



Silke Foth

Business Coach

(German/ English/ **French**)
born in 1966

Person

- Since 2000 Owner, Arena, Munich.
- Since 1999 Managing Director, in2ition GmbH, Munich.
- Since 1991 Independent Consultant, Trainer and Coach, Munich.
- ... - 1991 Studys of Education Science, Psychology, Sociology, LMU, Munich.

Qualifications

- Cert. Coach (GwG, DAGG), (Franke, Weber, Varga v.Kibed, de Shazer, Berg)
- Cert. NLP Trainer (DVNLP, INLPTA)
- Cert. Mediator for Economics (CfM)

Expertise

- Career Consulting
- Conflict-, Crisis- & Stress Management
- Executive/ Team/ Personality Coaching
- Change Management

References

Checkpoint, Siemens, SRI, Oracle, BMW, O2, Bertelsmann Music Group, Universal Pictures, Sun Microsystems, EON, Continental, ...



Claude Klein

Sales Coach

(German/ English/ French)
born in 1957

Person

- Since 1997 Owner, CK Consulting , Frankfurt/ Paris.
- 1996 - 1997 Coach u. Trainer, Team Consult, Hamburg.
- 1993 - 1996 Sales Manager, Krahn Chemie GmbH, Hamburg.
- ... - 1993 Manager Sales and Marketing for D/ F/ A/ CH, Total Chemie, Paris.

Qualifications

- TZI Management Trainer (Dr. Hausmann & Partner)
- Cert. Trainer (Team Consult, Hamburg)
- Cert. Consultant for System Dynamics (INLPTA)
- Cert. Trainer for Sales&Management (Stöger Cons.)

Expertise

- Intercultural Trainings for Management/ Teambuilding/ Strategies for Conflicts
- Intercultural Trainings for Sales & Communications
- Project Coaching

References

Rado, Rottendorf, Erbslöh, Canon, Global Knowledge, Valéo, Vierol Automotive, Lufthansa, La Litorale, Itochu (Tokyo), Sumitomo (Osaka), ...



Barbara Schuette

Business Coach

(German/ English)
born in 1967

Person

- Since 2001 Owner, Prechtl Consulting, Munich.
- 1999 - 2001 Authorized Signatory, ETF GmbH, Munich.
- 1991 - 1999 Head of Internal Administration, TESCON GmbH, Munich.
- ... - 1991 Assistant of the Executive Board, Steigerwald, Munich.

Qualifications

- Cert. NLP Trainer (DVNLP)
- Cert. Consultant for System Dynamics
- Cert. Consultant for INSIGHTS MDI & Discovery, Assess, Identity Compass, ...)

Expertise

- Recruitment Consultancy
- Career Development & Coaching
- Assessments & Diagnostics
- Communication Trainings

References

MEA Meisinger, KIWI Tours, Hotel Schiller, sd&m, FH Munich-Pasing, FH Neu-Ulm, German Capital Management GmbH, Compamedia GmbH, ...





Doris Venzke

Life Coach

(German/ English)
born in 1967

Person

- Since 2004 Owner, Venzke Coaching, Karlsruhe.
- 2001 - 2004 Managing Director, Motio GmbH, Karlsruhe.
- 1997 - 2001 Project Manager Motio GmbH, Munich.
- ... - 1997 Club Manager, Golf Range Brunthal, Munich.

Qualifications

- Master of Sportseconomics (Univ. of Bayreuth),
- Cert. Consultant for Org. Health Mgmt. (Motio, M.)
- Moderator (RTSC, Future Search, Open Space)
- Cert. NLP Master (INLPTA)

Expertise

- Health & Change Management in Organisations
- Personal Concept Development
- Presentation Trainings
- Mediation

References

MiRo, BGW, Forschungszentrum Karlsruhe, Essilor, SEW- Eurodrive, Wintershall, Yves Rocher, Bosch-Rexroth, Robert Bosch, Siemens ICN, ...



Tim Taxis

Sales Coach

(German/ English/ Spanish)
born in 1976

Person

- Since 2007 Owner, Tim Taxis Trainings, Munich.
- 2006 - 2007 Director Sales, Bertelsmann (Rewards Arvato Services GmbH), Munich.
- 2001 - 2006 Key Account Manager, Rathgeber GmbH & Co. KG, Munich.
- ... - 2001 Consultant, TBWA/ Power Consulting for Sales, Munich.

Qualifications

- 10 years of practice in sales and management
- Bachelor of BA „International Business“
- Cert. (Sales) Trainer (Miller Heiman)
- NLP (INLPTA)

Expertise

- Successful aquisition of new customers
- Sales of complex services and products
- Deal Coaching
- Cold Call Training

References

Schüco, Sony Ericsson Mobile, J. Eberspächer, Eicon Beratung und Beteiligungen, Bertelsmann rewards arvato services, Bauer Verlag, AIESEC, ...



S. Schwind v. Egelstein

Business Coach

(German/ English)
born in 1961

Person

- Since 1995 Owner, Imagedesign, Schwind v. Egelstein, Munich.
- 1991 - 1995 Owner, PR Agentur, Munich.
- 1988 - 1991 PR Manager, Fidelio Software GmbH, Munich.
- ... - 1988 Assistent to the CEO, Taurus Film/ Kirchgroup, Munich.

Qualifications

- Founder Member, German Knigge Advisory Board
- Instructor (FH Munich, Bavarian Elite Academy)
- Trainer Education
- Psycho Physiognomy, body language, make-up art

Expertise

- Corporate Culture Coaching
- Image Coaching
- Business Etiquette (national and international)
- Relationship Management

References

Alcas, Audi, Deiniger, Dermapharm, Deutsche Bank, E.on Bayern, Fujisawa, Hiscox, HVB, Knorr Bremse, Logitech, MLP, Nokia, opticlend, Siemens, ...



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