



CURRICULUM VITAE

DIPL. ING. WERNER SCHRÖTtenhamer

Consultant, Trainer, Coach

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FOCUS

- Trainings on negotiation, leadership, cooperation
- Team development
- Facilitation of organisational development projects
- Facilitation of workshops
- Accompaniment of change processes

VITA

After studying electrical engineering at the Vienna University of Technology and training as an academic export merchant, Werner Schröttenhamer gained his first professional experience as a project manager and sales manager in a major global IT/telecommunication corporation. An assessment centre for junior managers and the subsequent training in management created the basis for management roles in an international environment. After more than ten years in Vienna, he moved to Upper Austria to a family business with over 4,500 employees worldwide. He started as "Key Account Manager Automotive" and quickly moved into the role of a Sales Manager. After almost eight years, he was attracted by a completely new task. Since 2017 he has been working for a leading industrial company in the Salzkammergut region with around 8,000 employees worldwide to build a new line of business for the company in the field of wind energy.

Werner Schröttenhamer has professional experience focusing on staff management and sales in (a selection of) the USA, China, Mexico, the Middle East, Germany, Finland, Spain, Belgium and Austria.



PROFESSIONAL EXPERIENCE

- Head of Sales Department Automotive, Industry Upper Austria
- Key Account Manager Automotive, Industry Upper Austria
- Head of Sales, IT/Telecommunications Vienna
- Project Manager, IT/Telecommunications Vienna
- Business Development Manager Wind Energy, Industry Upper Austria

EDUCATION AND TRAINING

- OKR Master (COM)
- Coach for executives, ESBA-Vienna
- Licensed for SIZE Process® personality profile
- Certified OKR Master
- Sales and Marketing Manager, WIFI Vienna
- Academic Export Manager, Vienna University of Economics and Business Administration
- Graduate engineer for industrial electronics and control engineering, Vienna University of Technology

WORKING LANGUAGES

- German
- English

WERNER SCHRÖTTEHAMER SAYS

My passion is where team development, personal development and the establishment and expansion of business relationships are concerned. In rapidly changing times, professionalism and agility are needed, with a special focus on developing teams and thus people and supporting them in self-organized activities. I have 20 years of experience in internationally operating industrial companies in various management roles and am always looking for suitable solutions. It is said that I can motivate people and set them in motion.

I support decision-makers and key persons in setting and implementing measures for organizational development in such a way that they are sustainable, meaningful for the individual employee and ultimately increase the efficiency of the company.

My private interests are: my family, hiking, my band, traveling.