



## Consultant Profile

**Bernd Errolat**

Consultant, Mediator and Coach

**Coach, Consultant & Mediator** since 2012

*Key Areas: consultancy intensive Technical Sales, Brand Sales*

**Certified dta Trainer**

*Deutschen Trainer- und Führungskräfte-Akademie Hamburg GmbH*

**Former professional experience** as Sales Director, Managing Director and Head of Key Account Management

**Executive and Change Manager** in internationally acting companies in the areas consumer goods industry and agencies for human resources development

**Trainer** in different companies of Nestlé Deutschland AG

**Cooperation partner** of teamkairos GmbH

**Expert for:**

- Sales, Customer Loyalty, Customer Orientation, Integrated Distribution
- Leadership and Team Development
- Sales Excellence
- Immediate Increase of Effectivity and Efficiency in Sales
- Presentation, Effect and Appearance

### Short Profile

- Communications and Behavioral Trainer for Executives & Sales Personnel
- Management Consultant for Sales, Organization Development and Strategy
- Certified Trainer and Coach

