



Consultant Profile
Johannes Schulte Beckhausen
Trainer and Coach

Coach & Trainer since 2000

Key Areas: Sales, Leadership, Personality Development

Studies of Mechanical Engineering, further Training in Sales & Marketing
St. Galler Business School

Former professional experience in Sales and Marketing as Sales Manager, Marketing Director and Head of Sales

Authorized Officer, Executive and Change Manager in internationally acting companies in the areas high-tech mechanical engineering and distribution

Expert for:

- Leadership (support leadership through confidence, effect, assertiveness and cooperation)
- Sales Excellence
- Competence-oriented Employee Development
- Personality Diagnostics (INSIGHTS MDI)
- Effectivity and Efficiency in Sales
- Constructive Communication, Presentation and Rhetoric
- Designing and implementing Competency Development Programs

Short Profile

- Certified Communication and Behavior Trainer for executives and sales people
- Coach and Guide for Change Processes and Personality Development
- Accredited INSIGHTS MDI Consultant for Personality Diagnostics

intuition creative
Personality Diagnostics
humorous flexibility
experienced