

Janto Oellrich

Trainer, Coach and Consultant

**Training Languages**

- German (mother tongue)
- English (over 20 Years working experience)

Biography

- **Degrees:**
 - Electrical Engineering at university for applied science in Wilhelmshaven/Oldenburg with degree „Dipl.-Ing.
- **Further Education:**
 - Salesstrategy at Valkyrie Consulting Group USA
 - Harvard concept of negotiation
 - MBTI profiling
 - Intercultural communication at university Passau and Metalog ®
 - Systemic consulting at Milton Erickson Institute, Heidelberg, Dr.Gunther Schmidt
 - Certified NLP associate trainer at Metalog®
 - Teamdevelopment at Metalog®
 - Systemic selfintegration at Dr. Langlotz, Munich
 - Outdoortrainer at university of sports, Cologne
 - Experiential learning methods and training tools at Metalog®
- **Stations:**
 - General manager of Solutions & more, training since 2001 - today
 - Salesmanager international strategic accounts, Hitachi 1996 - 2000
 - Salesmanager Central Europe, ACTEL 1991 - 1995
 - Salesengineer and later regional salesmanager South-Germany at Advanced Micro Devices 1982 - 1990
 - Sales engineer at Harris Semi 1980 - 1982
 - Electronic Development 1978 - 1980

Training and consulting focus

- Sales skills, strategy, management, negotiation
- Teamdevelopment and team-leadership
- Leadership training, coaching and high potential trainee programs
- Leadership in changesituations
- Problemsolving methods for production processes

Personal references (excerpt)

RWE AG: trainee programmes and large group events
Bene AG, Austria: trainings in several competence areas (e.g. teambuilding)
AT&S Wien: trainings in several competence areas
MAN Trucks & Busses (Teamdevelopment and Conflictmanagement)
Siemens Mobility Logistics and Services (customer orientation and sales)
GM academy: sales trainings