

CONSULTANT

Ralph Horner



Ralph Horner is an Associate Partner of CEVEYGROUP. He has studied mechanical and industrial engineering, has 20 years of experience as a sales manager and 10 years as a managing director, is a systemic business coach (Vistage) and owner of HorCon Consulting.

His consulting focus is on the establishment, management and development of global B2B sales organizations. A further focus is on sales processes, team and personal development as well as individual coaching.

"Motivation and talent are the basis, perfect processes and professional coaching guarantee success."

LEADERSHIP DEVELOPMENT

- CEO peer and individual coaching
- Leadership programs for individual nurturing
- Identification and development of junior executives
- Coaching oriented leadership

TEAM DEVELOPMENT

- New Work, Leadership in modern times (Working remote)
- Building high-performing, balanced teams
- Optimized working with intercultural, global teams

SALES DEVELOPMENT

- Customized design and training of sales processes in complex B2B environments
- Introduction and coaching incl. special management coaching
- Performance coaching and implementation of sales excellence programs

CORPORATE DEVELOPMENT

- Change management, especially during merger and acquisition activities
- Agile structures, OKRs as leadership tools
- Digitization concepts and strategy implementation

