

## CONSULTANT

### Dr. Thomas Pfohl



Thomas Pfohl is an associate partner of CEVEYGROUP. He holds a PhD in Economics and Social Sciences and is a systemic organizational developer, Scrum Master, Agile Coach, Product Owner and Design Thinking Master.

His consulting and training focus is on sales, change management, leadership and team development - nationally and internationally. Particular emphasis is placed on harmonizing classic leadership with agile leadership approaches.

*"What you think, you are. What you are, you radiate. What you radiate, you attract. (Buddhist wisdom)."*

#### LEADERSHIP

- Lateral leadership in the network
- Leadership in dynamic companies
- New Work – Empowerment and Performance
- Leadership development – Junior staff and experienced managers

#### SALES

- Agile Sales and New Work in sales
- Innovation methods in sales
- Go2Market strategies
- Digital Selling

#### CHANGE MANAGEMENT

- Customized change management concepts
- Communication during change
- Moderation of big groups
- Development and strengthening of the performance culture
- Liberating Structures

#### TEAM DEVELOPMENT

- Developing a vision
- Implementation planning and process optimization
- Strengthening cooperation structures
- Moderation and team coaching



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