



CONSULTANT

Martin Curtz



Martin Curtz is Associate Partner of CEVEYGROUP. He is a trained banker and business administrator. He has over 25 years of experience in the field of sales.

For many years he was in the management of a large international group and was responsible for the success of a sales team operating throughout Europe.

In addition to his expertise and experience in sales and leadership, Martin Curtz is a certified systemic coach and emotion coach. His consulting and training focus is on sales, change management, leadership and team development - nationally and internationally.

"Whether you think you can accomplish something or not you are always right. (Henry Ford)."

LEADERSHIP

- From colleague to superior
- Leadership development
- Lateral Leadership
- Self-leadership and self-management

CHANGE MANAGEMENT

- Change management: conception and support
- Change communication
- Large group moderation

SALES / CUSTOMER SERVICE

- Success in Sales - Basics
- The sales dialog
- Strategic selling
- Negotiation techniques
- Customer focus and service orientation
- Presentation techniques
- Selling with personality

TEAMDEVELOPMENT

- Vision development
- Process optimization and implementation planning
- Building high-performance teams, team coaching
- Virtual, hybrid teams
- Moderation techniques