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Mark Wagner

Project Partner

„What you need is an open heart chakra and a twinkle in the eye.“
(Frank Farely)

Mark Wagner an expert in the transformation from humans and culture. His natural and creative way in interacting with people and process generates a true change for the customer and his system. His passion is about leadership and sales.

Mark is married and the father of three children. He loves running and enjoys, whenever possible, walking with the family dog.

SPECIALIST AREAS

Development

Management development // Transfer assurance // Executive coaching // E-Coaching // Potential and compliance // Management audits // Executive management audits

Transformation

Facilitation of organisational change processes // Strategy development // Team development processes // Leadership and corporate culture

INDUSTRY-SPECIFIC EXPERIENCE

Automotive sector // Airlines // Banks and insurance companies // Utilities // Industry // Commerce, media // Management consultancy // IT // Medical technology // Non-profit

CROSS-CULTURAL EXPERIENCE

Europe: Western and Eastern Europe
Asia: India
America: USA

WORKING LANGUAGES

German // English

QUALIFICATIONS

Studies of Out-of-school Educational and Social Sciences
at the Universität GH Siegen. Degree: Dipl. Soz. Päd.

NLP Trainer, Society of NLP
Clinical hypnosis training, Zyst Pensberg
Provocative coaching, DIP München
Transition Coaching, BG Palatina
BMW trainer, BMW München
Training trainers, Kienbaum Management Consultants and Neuland & Partner

EXAMPLES OF PROJECTS

Development

Management and future leader programmes for a medical technology company:

I am responsible for the leadership development for the German branch of an international medical technology company as well as the future management programme together with a colleague. Before the programme started, I helped the executive board develop a corporate leadership concept which was then communicated throughout the company.

The four training modules concentrated on leadership understanding, control and motivation, communication and conflict management for managers. As reinforcement the participants received individual telephone or e-mail coaching sessions. A review meeting takes place approximately six months after the last module where the participants can choose the content themselves.

Sales

Training sales personnel and controlling sales

I ran regular sales trainings and coaching sessions for a top automobile producer. The aim was to identify the best candidates from both internal and external applicants. As well as the decision-making basis, my client received recommendations for further development of the participant and the design for the on-boarding in the final position. My tasks in this project were: Needs analysis with the boss; Development of the competency model; Design of the assessment tools; Process implementation; Final report including recommendations.

Transformation

Facilitation of the reorganisation of a product division

I was responsible for the change management of a business division of a German print company. The aim of the project was to establish a new basic understanding within the management. Whereas in the past the emphasis had been on production, future focus was to concentrate on inter-departmental relations and processes of greater importance. The processes had to be defined and the cooperation and communication between the departments had to be reimagined.
Special emphasis was placed on adapting management behaviour and management tools within the division so that these would exactly support the new process and customer understanding.