



Doris Stein-Dobrinski

TRAINER PROFILE

**„You cannot teach a man anything,
you can only help him find it within himself.“**

Galileo Galilei



**Sales Consultant and Trainer (ASTD)
Business und Management Coach (ECA)
Business Mediator (DGM)
Focus: Service-oriented companies**

Simonstraße 17
90763 Fürth (close to Nuremberg)

Phone: +49 911 977 25 28
Mobile: +49 172 894 54 43
ds@doris-stein-consulting.de
www.doris-stein-consulting.de

Languages
German/English

Core Competences: Sales and Leadership Training/Coaching

• Max Bögl, construction	Leadership Formation,
• R+V Versicherung	Sales Training and Coaching (life insurance) Time and Self Management, Presentation Skills
• Commerzbank AG	Advanced Sales Training and Coaching Leadership Training, Performance Improvement, Teamtraining, Leadership Coaching
• Siemens AG	Time and Self Management
• Academy for co-operative banks	Sales Training (Private and Business Clients) Sales training (target group: best agers) Networking Strategies
• Grundig Akademie	Leadership Training, Conflict Management, Team Training Business Coaching, Self Development
• AOK health insurance	Between the conflicting priorities of leadership
• Savings banks	The manager as a sales Coach

Personal background and professional experience

Qualification:

- Studies of linguistics, University of Ratisbon 1 and 2 State Examination
- Comprehensive Sales Trainer Certification (ADG/BDVT)
- Certified Master Executive Coach (European Coaching Association) Systemic Coaching formation (Metaforum)
- Non-medical Pratitioner for Psychotherapy
- Integrative Constellation Work
- Transactional Analysis
- NLP Practitioner Training and Testing (DVNLP)
- Formation in Business Mediation (DGM)

Professional experience:

- Since 2002 freelance Business Consultant for sales and leadership projects in service-oriented companies (coach, trainer, mediator), Doris Stein Consulting, based close to Nuremberg
- Leadership Trainer and Business Coach, Commerzbank Frankfurt
- Sales and Managerial Responsibility as head of the Private Business Banking Department, Commerzbank Nuremberg
- Sales Trainer and Business Coach, Commerzbank AG, Nuremberg
- Sales Trainer, R+V Versicherung, Nuremberg
- Student teacher and 2nd State Examination