



DIPL.-KFM. DOMINIK M. AUMER



BUSINESS, MANAGEMENT, CONSULTANCY

20 years as a successful entrepreneur and one of the leading experts for leadership & sales in the German-speaking world. The entrepreneur combines the areas of structure and culture into a unique method that activates people, allows them to reflect and leads them to lasting changes. Dominik Aumer gives his listeners some impressive inspiration and thus new perspectives and individual insights. In his events, he combines a high degree of practical relevance and a strong scientific foundation. With his entertaining and inspiring lectures and workshops, Mr. Aumer has inspired renowned customers from industry, commerce and the service sector.

DIGITALIZATION

LEADERS

PERSONALITY

RECRUITMENT

CHANGE

MARKETING

SALES

MOTIVATION

LECTURES

Structure / culture

- How do companies develop a high-performance culture by separating structure and culture?
- How can salespeople and decision-makers read people using the three Ps?
- What are the three decisive criteria for identifying employees capable of development?

Leadership

- How do I recognise genuine leaders?
- How are personality and leadership culture related?
- How do I lead employees in sales to top performance?

Sales

- How do organisations identify and attract top sellers?
- How can I use culture & structure to improve my sales success?
- How can I use KPIs to develop and manage my sales organisation?

SEMINARS / COACHING

Vision, Mission & Strategy

- Workshop for owners and managers to develop the corporate vision, organisational mission and strategy for implementing the objectives

Professional conflict management

- Coaching to resolve conflicts in the corporate environment

Sales Process Consultancy

- Workshop for optimising sales processes and developing suitable Key Performance Indicators (KPIs)

Corporate Philosophy

- Workshop for developing corporate values, mission statements, guidelines as well as management and working principles

Roles & Responsibilities

- Workshop to develop job profiles, interface processes and personnel development plans

More efficiency through culture

- Workshop to develop management processes, mission clarity and communication culture

INFORMATION

Fees: on request

Travel expenses from/to: Munich (D)

Languages:  

- Individual content customisation possible
- Handout / further documents

FORMATS

- | | |
|---|---|
| <input checked="" type="checkbox"/> Lecture | <input type="checkbox"/> Moderation |
| <input checked="" type="checkbox"/> Interview | <input checked="" type="checkbox"/> (One-to-one) Coaching |
| <input checked="" type="checkbox"/> Seminar | <input checked="" type="checkbox"/> Online/Web based |
| <input checked="" type="checkbox"/> Consulting | |
| <input checked="" type="checkbox"/> Talk/discussion | |



ADVICE / CONSULTANCY

Digitalization

- Developing the corporate culture in digital change projects
- Transforming companies into digital organisations
- Further developing business models using digital potentials

SPECIAL TOPICS

Investor in the field of listed properties

- The purchasing and renovation of real estate
- Implementation of new utilisation concepts in the serviced apartments segment

Entrepreneur

- Development of an international personnel and management consultancy
- Locations in Germany and Switzerland with over 100 employees
- Renowned customers in life sciences such as Roche, Novartis, Merck, Otto Bock, Fresenius, etc.

FACTS, FIGURES & DATA

- More than 20 years' experience as a successful entrepreneur
- More than 15 years' experience of advising companies
- Voted six times as a member of the Top 100 trainers of Trainers Excellence
- Twice voted 'excellent' among the Top 100 entrepreneurs of Unternehmer Excellence
- Successfully established a consultancy company with 100 employees in German-speaking countries

REFERENCES

„For excellence in sports, you need the right training and coaching. You make impressive use of this recipe for success in the field of sales. Thanks for eight motivating and inspiring days!“ **Kerstin Mühlner, German handball player, 210 international matches**

„The architect for sales processes in Germany.“
Jürgen Grossmann, Architect & Founder, Grossmann Group

„Your training motivated employees who have been in sales for 20 years. You flicked a switch in the head of these sellers. We use your sales process to sell with more quality, greater success and with incredible enthusiasm!“ **Nicole Passora, Managing Director**

„Aumer is the pope of sales processes!“
Thomas Thomsen, Branch Manager

„I talked to the participants of your workshop. This is the best feedback I've heard about a training course in my over 30-year career.“ **Reinhold Böhm, Head of Sales**

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MEDIA

