



Tanja zum Felde is a coach, trainer and consultant for individuals and teams of all hierarchical levels and industries. As an economist, she always has the entrepreneurial success in mind. At the same time, as a trained and certified coach, she focuses on people.

More than 17 years of business experience in various media companies (ProSiebenSat.1 Media AG, Axel Springer and Funke Medien Gruppe) in responsible positions as well as her coaching and training experience in various industries since 2014 provide the necessary know-how about business areas, cultures and structures, rules of the game and change processes for sustainable consulting at eye level. An essential instrument in this process is the motivation and personality analysis and the inclusion of behavior, communication and self-perception.

Tanja zum Felde has a broad wealth of experience and knowledge in the areas of personality and career development, positioning of executives in companies and their performance development, optimisation of teams and team processes as well as sales training and coaching.

- "Talent and Career Development" - training and coaching for managers, employees and career starters
- Leadership Coaching: New in leadership and change management
- Trainings - Negotiation, Communication, Change Management, Application
- Moderation: team workshops, support of change processes, collegial consulting, conflict moderation
- Career counselling - coaching for people in professional reorientation

Competence

- Executive coaching
- Individual- and team-coaching
- Change-management
- Executives development and team building
- Recruiting and management process
- Communication- and conflict management
- Negotiation training

Customer

- Upper and middle management
- Middle class and concerns
- Experts and executives

Languages

- German
- English

Industry experiences

- Consulting services
- Media
- Finance
- IT and telecommunication
- Consumer goods industry
- Pharmacie
- Trade

International experience

- 5 years work experience in an international media company
- Semester abroad (4 months), Berkeley, USA

Professional stations

- Key-account- and account-manager at ProSiebenSat.1/Axel-Springer/Funke Medien Group, München/Frankfurt/Berlin: 17-year-old professional experience in different responsible positions in sales and consulting of B2B customer with core issues in marketing, consulting, sales, training and controlling
- Since 2014 professional experience as business coach /consultant/trainer und career-coach

Certifications und trainings

- Executive Coach and consultant (LHH certified)
- Licensed DISG-trainer, Gedam Sulzfeld
- Certified business coach, DGFP Hamburg
- Outplacement- and career coach, Boening Beratung Überlingen
- Certified change-manager, Competence on top Berlin
- AEVO-instructor, IHK Berlin
- Trainer, IHK Berlin
- Regularly training and supervision

Education

- Studium of economics at university Lüneburg (Graduation 1999: Master/Diplom-Kauffrau)
- Insurance clerk (1993), Allianz insurance Hamburg