

**Dr. Chris Schaefer**

General Manager

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E-Mail: cs@dr-schaefer-partner.de
Web: www.dr-schaefer-partner.de**Education and Post-Graduate Qualifications**

- InsightsDiscovery[®] Trainer License (Accredited by: Insights Group Deutschland)
- Strategic Planning (European Business School, Oestrich-Winkel)
- Toyota Business Practices / Toyota Production System / Lean Management (TMG)
- Systemic Business Coaching (Dr. med. Sabine Rohde)
- MBTI[®] Trainer License (Accredited by: A-M-T)
- Professional Trainer Education (TopConcept)
- MBA (Master of Business Administration) in General Management (Pforzheim)
- Effective Training Skills (Management Centre Europe, Brussels/Belgium)
- Change Management and Group Dynamics for Leaders (Dr. Klaus Doppler)
- Marketing (Kellogg Graduate School of Management, Evanston/USA)
- PhD in Analytical Chemistry (Max-Planck-Institute for Chemistry, Mainz)
- Master of Science in Chemistry, MSc (Technical University Darmstadt)

Job Experience

- Development and Realisation of International Consulting and Training Projects in Europe, Asia / Pacific and America
- Founder and Managing Director of Dr. Schäfer & Partner, Munich
- Managing Partner of Rosenberger & Schäfer, Munich
- CEO of CytoPharma GmbH
- Founder and General Manager of manacad – management academy
- Honorary Lecturer at Mannheim Business School (MBS) and University Pforzheim
- Business Trainer and Project Manager at TopConcept GmbH
- Marketing/Area Sales Management Asia/Pacific at Merck KGaA
- Technical Sales & Product Management at Sigma-Aldrich Chemie GmbH

Current Consulting and Training Activities (world-wide)

- Personnel and Organisational Development
- Leadership Development (all levels)
- Strategy Development and Change Management
- Executive Coaching
- Agile Management & Agile Leadership
- Sales: Customer Oriented Selling / Value Selling / Consultative Selling / Negotiation
- Trainings and Workshops (Leadership, Sales, Communication, Conflict, Presentation Skills, Meeting Culture, Facilitation)
- Application of psychometric instruments (Insights Discovery[®], MBTI[®]) for Training, Team Development and Coaching

Industries Served

- Pharmaceutical, Chemistry, Plant Protection, Engineering, Automotive, Energy, Technology, Human Health, Medical Technology, IT, Education, Logistics, Transportation, Electronics, Finance, Retail, Sports, Consulting, Environment

Business Languages

- German and English (fluent)