



Gudrun Hauck

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Gudrun Hauck (born 1962) is an experienced consultant and coach. She has more than 15 years experience in various sales and marketing functions in the standard software industry; more than twelve years she held management positions (up to 40 people). During four years as HR Business partner she was involved in the development and implementation of major organizational change projects.

Since 2005 she works as an independent consultant. Her broad experience provides a solid foundation for her consultancy work. Challenging situations inspire her. Her clients appreciate in particular her eyes for the “big picture”, her clarity of thought, her energy and humor.



Exemplary projects

Renewable Energy supplier (Germany)	Development of communications backbone for Wind Energy with business development team
Leading global technology provider (Sweden)	Development and Facilitation of Key Account Management Workshop: Development of Global Key Account Management Plan with involved sales, engineer and solution sales team
NPO (Germany)	Workshop facilitation: develop vision and mission with full-time employes and volunteers of a small non profit organization
Coaching Business Unit leader and team (Germany)	Coaching for new manager and facilitation of team development workshop with his team
Mechanical Engineering company (Belgium)	On the job coaching for Technical Account Manager and Solution Engineer

Professional activity

Since 2005	Independent consulting, coaching and organizational development for companies and NPOs
1988 - 2004	Microsoft Munich and Bad Homburg 1988 - 1991 Teamleader Sales for higher education and universities (Germany, Austria, Switzerland) 1992 - 1998 Head of Sales and Marketing for medium size organizations (Germany) 1998 – 2001 Manager Customer and Partner Loyalty (Germany) 2001 – 2004 Manager Human Resources for Business Unit Small & Medium Customers
1987-1988	Consultant and trainer for hardware and software IBM system house Dr. Henk DV , Munich



University studies

1982 - 1987 Agricultural Science, Technical University Munich
Graduation: Dipl. Ing. agr.

Further qualifications

2017 Dynamic Facilitation

2015 Systemic Process Facilitation, Hohenwart Forum

2014 Associate Coach, DBVC
(German Federal Association of Executive Coaching)

2012 - 2013 Systemic Business Coach, hauserconsulting

2003 Driving Change in Organizations, changecorp

2002 Train the Trainer Certification SPIN Selling, Huthwaite Corporation

Helping Clients succeed, Franklin Covey Training