

Christine Schickinger

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Lead Well! Podcast

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Profile

My passion lies in empowering students and fostering a learning environment that not only imparts knowledge but also promotes personal growth and well-being. I thrive on inspiring students, introducing them to diverse and complex topics, and guiding them to turn theoretical insights into practical applications. My expertise in distilling complex knowledge across various subjects, making learning a transformative experience for students at all levels.

With a strong corporate background, I bring extensive experience in international sales enablement, marketing, and product management, particularly in process optimization and change management. My professional journey has been marked by a consistent emphasis on the "people" component, focusing on communication, collaboration, and time management. I excel at quickly mastering new topics and have a broad range of academic and professional interests that fuel my passion for continuous learning and teaching.

In addition to my corporate achievements, I have dedicated significant time to leadership coaching, organizational development, and change management, where I have successfully guided leaders and managers in navigating complex challenges and driving sustainable growth. My approach is deeply rooted in health-promoting leadership, systemic coaching, and innovative methodologies like NeuroGraphica, which I use to facilitate profound personal and team transformations.

Over the last 12 years, I have held global strategic management positions, and I have spent a total of 20 years in international companies where I leveraged my passion for foreign languages and cross-cultural communication. My ability to connect with diverse audiences, coupled with my commitment to fostering resilience and mindfulness in leadership, has enabled me to make a lasting impact in both educational and corporate settings. I am also an active content creator, sharing insights through my "Lead Well!" podcast and various online platforms, further extending my reach and influence in the fields of leadership and personal development.

Professional Background

Peer Producer, Change Pioneers, 2023 - now

- Trainer, Coach and Consultant for Organizational Development and Change Management

Lecturer and Promoter, European Business School Munich, 2019 - now

- MBA and Master Courses for the following topics: Management Skills, Management Information Systems, Leading Digital Innovation & Change.

Leadership Coach, CoachHub, 2019 - now

- Digital Coaching for leaders and managers; focus areas: Communication, People Management, Time Management, Resilience and Mindfulness

Life Coach and Trainer, The SinnSTIFTerin, Munich, 2018 - now

- Digital and onsite coaching and training, applying and teaching the coaching methodologies NeuroGraphica and The Trust Technique

Vice President End User Programs, Gartner, 2012 - 2018

- Sales Enablement: leading three global sales programs; increasing product revenue through trainings, coaching and product support for individual sales people as well as sales leaders:
 - Developing and leading an international virtual network of 300+ experts, „Sales Champions“
 - Programmatic support along the sales process
 - Individual sales coaching
 - World-wide online training for new sales representatives and sales managers
 - Development and introduction of a critical corporate program; global roll-out
 - Development and implementation of a global communication strategy for two strategic product releases; preparation of content and implementation of the corresponding sales training courses

Senior Director of Product Development, Gartner, 2006 - 2012

- Jointly responsible for the development and launch of the groundbreaking Workgroup v1 and v2 product lines; including market research, marketing communications and sales training.
- Conception and introduction of the product training program “EUP Champions”
- Development and launch of the localized product range GITL GER.

Earlier roles at Gartner

Product Manager, Senior Research Analyst, Major Account Manager, Sales Sialist

Prior roles

Sales representative at a CRM provider;
PA of the sales leader at a database provider, working with Eastern European customers



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Competencies

- Leadership Training
- Health-Promoting Leadership
- Time Management
- Systemic Coaching
- Positive Intelligence Coaching
- NeuroGraphica – innovative, highly effective, visual transformation method for teams and individual

Languages

- Mother tongue: German
- Fluent: English, Italian, French
- Advanced: Russian, Spanish
- Basic: Chinese (Mandarin), Bulgarian, Czech

Memberships

- Mensa
- Triple Nine Society

Use Cases

- **Leadership competencies:** develop individual solutions for new leaders; including mental fitness and resilience training
- **Change Management:** integration of multiple M&As from a Product Management perspective
- **Optimized interfaces:** improved collaboration and enhanced communication for cross functional teams, achieving corporate objectives
- **Efficiency and effectiveness:** working on clear focus and priorities, resulting in stress reduction and enhanced productivity

Complementary Certifications

2024 Certified **Positive Intelligence® (PQ) Coach**; Positive Intelligence

2023 **Healthy Leadership Certification** Program; TU Munich

2021 Certified **Estetic NeuroGraphica Coach**; IPC

2021 NeuroGraphica® Specialist Instructor; IPC

2021 BoGoban Specialist; NeuroDesign; IPC

2021 **Trust Technique® Assessor**; Trust Technique Centre

2020 Changing Mind Academy and Business Mentorship; Owen Fitzpatrick

2019 NeuroGraphica® Supervisor; IPC

2019 **Trust Technique® Practitioner**, Trust Technique Centre

2019 **NeuroGraphica® Instructor**; Institute for Psychology of Creativity (IPC)

2019 Certified **Online Coach**; CoachHub

2019 Holistic Coach 2nd grade; CoachingUp!

2018 Certified **Holistic Coach**; CoachingUp!

2017 and 2016 **Business Mastery**

Motivation, Storytelling, and Influence; Owen Fitzpatrick

2015 Charisma Training; Owen Fitzpatrick

2012 **NLP Practitioner and Master**; Fresh Academy

2007 State Naturopath Examination (**Heilpraktiker**)

