

Annette B. Reissfelder

Executive Coach and Consultant (**Hamburg/Prague**)

Overview

Annette B. Reissfelder is an executive coach with extensive international and intercultural experience. She has served as coach and change agent for many companies, having worked one-on-one with 40+ clients in board level/owner positions, and over 70 in board-1 and board-2 positions. Annette works in her native German, as well as in near-native English and Czech.

She is based in **Hamburg** and **Prague**.



Professional Coaching Experience

- Certified as Professional Coach (CAKO, Prague, 2006)
- Full-time business and executive coach since 2000
- Over 1500 demonstrated coaching hours with clients
- Coaching projects range from individual managers to entire top management teams
- Client backgrounds: automotive, FMCG, financial, manufacturing, pharmaceutical, etc.
- International coaching projects, predominantly in Germany and the Czech Republic

Education and Training

- Complex post-graduate systemic and solution-focused training (ISZ Prague, 5 years).
- Two-year specific coaching training (Extima, Prague).
- Masters degree in psychology (Hamburg University).
- Studies of economics and economic history (University College London).
- Joined the *Institute of Systemic Coaching's* faculty after completing own coaching training of nearly 2 years.
- Ongoing international professional development (UK, Germany, Italy, Czech Republic) in summer schools, conferences, workshops and through personal supervision.

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Background

- I come from a consulting background, where I worked in different roles ranging from consultant/facilitator to COO.
- My last position before my coaching career was serving as managing partner of a consultancy with 25 consultants, specialising in business process reengineering.
- I have experienced coaching as a client, and saw first-hand how applying what I learned from my coaching programme impacted the way I managed my own team.
- The results encouraged me to help others transform their way of working and thinking about management, which eventually led me to leave my previous role.
- My near-native command of English and Czech allows me to work internationally.

Approach

- My coaching approach is informed by constructivist, narrative, systemic, solution-focused as well as appreciative perspectives.
- As a highly pragmatic, structured, business-minded person, I have benefited much from the inventive, creative outlooks and perspectives gained in my postgraduate trainings.
- I have had a longstanding interest in change management, creating contexts conducive to change, and the principles of good management and effective people.
- This combination makes me an attractive partner for top managers who are ready to design a coaching programme that keeps them engaged, motivated and focused.

Sample Testimonials

“We highly appreciated her professional efficiency, accuracy and her ability to open new angles on the question of how to involve our employees in decision-making processes in a very short time and at reasonable cost.”

“Personally, I rate Annette as the most able management and leadership consultant with whom I have had the opportunity to collaborate with in my career, and I of course intend to continue in this cooperation.”

“Working with Annette allowed me to have greater confidence in my own decision-making, and greater understanding of my own behaviour as well as my colleagues’ reactions. I still use the suggestions and experience gained in this collaboration in my daily practice for the benefit of the entire organization.”

“Thanks to this collaboration I developed completely new angles in terms of my contribution to the company, clarified my key priorities and made serious progress in discovering my natural management style. The benefits for my company and myself I therefore consider invaluable.”

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"Every person gets to a point in their private and professional life where, having achieved their goals, they need to decide how to move on- and look for new ways to improve and grow as a person. After more than twenty years in the manufacturing sector at various levels of management, this time came for me in 2007. During our seven-month program, we focused on a variety of topics, including analyzing and managing expectations, managing emotions, self-management, objectivity versus viability, goal achievement techniques, as well as many other issues. Our collaboration met all my expectations and significantly contributed to an increase in my personal effectiveness. Therefore, I will continue to work with Mrs. Reissfelder in 2008."

To obtain client letters of reference, as well as contacts to past clients, please contact me.

Excerpt of Client List

- Asea Brown Boveri (TM)
- AT Kearney (TM)
- Austin Detonator (MM)
- British American Tobacco (MM)
- Bawag Bank (TM + MM)
- Daimler-Chrysler Financial Services (MM)
- Danone (TM + MM)
- Deutsche Leasing GmbH (TM)
- Emz hanauer (TM)
- Foxconn (TM)
- Groz-Beckert (TM)
- Grupo Antolin (TM)
- Igepa Papíry CZ (TM)
- IVAX (HQ London) (TM)
- Juncker Industrial Equipment (TM)
- Knorr Bremse (MM)
- Mafra a.s. (TM)
- Newton (TM)
- Novum Industries (TM + MM)
- Orco Group (MM)
- Peugeot Citroën / PSA (MM)
- První novinová společnost (TM)
- Siemens (TM + MM)
- TechData Poland (TM)
- Unilever CE (MM)
- Viktoria Versicherungen (TM)
- Vorwerk (TM)

TM = Top Management

MM = Board -1 and -2