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# TRAINER PROFILE

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## 01 ABOUT MARTIN



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## MARTIN'S PASSION

**“PASSION IS ENERGY.**

**FEEL THE POWER THAT COMES FROM FOCUSING ON WHAT EXCITES YOU.”**

OPRAH WINFREY

Martin brings a balanced combination of high quality business experience, academic training and a passion for working with people to his work as an expert in training and coaching.

He is especially interested in exploring ways to help individuals and teams use everything they have to achieve the outcomes they desire.

His core competency lies in skills enhancement, personal and team development.



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MARTIN'S VISION

**“ VISION IS THE ART OF SEEING WHAT IS INVISIBLE TO OTHERS.”**

JONATHAN SWIFT

“Martin`s underlying vision is to inspire and encourage individuals and organizations to change, leading to measurable attitude, behaviour and skills improvement to enhance his customer`s performance.”





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## TRAINER PROFILE

### PROFESSIONAL BACKGROUND

His business career started in **sales**, being a sales representative for a big German corporation with an entity in Austria. Then Martin moved to “the other side of the table”, taking the position of a **purchasing manager** for an Austrian manufacturing company. Additionally, his business experience comes from 7 years of working at Hewlett Packard as **an internal & external consultant for change management projects, process reengineering and total quality management**. In this position he was working as **project manager** for various change initiatives, process reengineering and quality management projects throughout the EMEA region. Projects in Eastern European countries, several **Pan-European projects** and in **Saudi Arabia** sharpened his business understanding and especially his understanding of working with and leading of **projects in a multicultural environment**. This gave Martin the skills to get the best from people and teams at a time when their world was changing.



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## TRAINER PROFILE

### INDUSTRY EXPERIENCE

Martin advanced in his career changing into personal and organisational development in 1994 and since then, he has spent his time working with a variety of clients on a wide range of training interventions. These include **tailor made workshops, training events, larger-scale change programmes** as well as **personal coaching**. His underlying vision is to **inspire and encourage individuals and organizations to change, leading to measurable attitude, behaviour and skills improvement to enhance his customer's performance**. In different positions Martin has been involved in **numerous large scale training project rollouts**, nationally and internationally. Because of his experience Martin is also delivering train the trainer sessions. Over the years this became his main passion and **Martin trained hundreds of trainers from more than 50 countries** for various organizations by now. Another special competency is to **design trainings & change programs** for various companies.



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## TRAINER PROFILE

**“I HAVEN`T FOUND MY PROFESSION, MY PROFESSION FOUND ME.”**

MARTIN MAGLIA

Martin is the founder of **martin maglia e.U.** – a training & consultancy firm – who has **taken lessons from the business world to combine them with a passion for people and results.** By combining an **extra-ordinary set of experiences,** he **engages and inspires people to reach new levels of personal awareness and performance.** Martin is currently working as trainer, coach, author and public speaker. He has completed a technical education in engineering & machinery building in Vienna and studied Industrial Management (specialization in Leadership and Organization) at the Vienna University of Economics and Business Administration. Martin is father of an eighteen year old daughter and a fifteen year old son. He has a **passion for his family, sports, reading and any kind of innovative training techniques and methods for personal and team development.**



**martin maglia**

## **INTERNATIONAL. EXPERIENCED. PROFESSIONAL**

FOR VARIOUS MULTINATIONAL CLIENTS LIKE ABBOTT, MICROSOFT, IBM, GENERAL MOTORS, MAGNA INTERNATIONAL, PHILIP MORRIS INTERNATIONAL, FIAT, OMV, NIELSEN, FERRERO, ADIDAS, UNICREDIT LEASING, CRAMO ADAPTEO, EDWARDS LIFE SCIENCE, ETC. Martin delivered a vast number of employee development trainings in EMEA and America in the last 20 years throughout the region. Martin is a German native speaker and delivers his trainings in German and English.

**25**

YEARS

**23k**

PARTICIPANTS

**50**

COUNTRIES





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02 WAY OF WORKING

# TAILOR MADE SOLUTIONS

BECAUSE YOU AND YOUR CHALLENGES ARE UNIQUE.



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**YOU KNOW THE SITUATION!?**

“There`s a lot on the market, but nothing suits your needs to 100%. Nothing is tailored exactly to your needs! ”





# TAILOR MADE SOLUTIONS

BECAUSE WE TRY TO UNDERSTAND.



**martin maglia**

## WE LISTEN FIRST!

“That’s why we solely offer tailormade training programs. This is one of our most significant strengths. Thorough preparation and adaptation of the training interventions is what we refer to as the most important measure before any delivery.”





# TAILOR MADE SOLUTIONS

BECAUSE ONLY RESULTS COUNT.



**martin maglia**

**YOUR RESULTS MATTER TO US!**

“Each of our development journeys is created specifically for your company and your employees. That’s how the actual work situation of participants is optimally taken into account, which then leads to instant implementation of the learnings.”





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## 03 PORTFOLIO





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## **TRAINING PORTFOLIO**

Here are some of the areas I focussed on during the past 20+ years.

**YOU NEED FURTHER INFORMATION? PLEASE CONTACT ME!**



### **SALES**

Consultative Selling.  
Complex Business Selling.  
High Impact Selling.  
Influencing for better Sales.



### **LEADERSHIP**

People centered Leadership.  
Leading Yourself. Leading  
Your Team. Leading Change.



### **CUSTOMER ENTHUSIASM**

Communicating Effectively with  
Clients. Handling difficult  
Conversations.  
Sales for Non-Sales.



### **TRAIN THE TRAINER**

Active Training. High Impact  
Training. Designing Trainings  
effectively. Managers as  
Trainer. Becoming a  
professional Inhouse Trainer.





# DEVELOPMENT JOURNEYS

## BLENDED LEARNING SOLUTIONS

Through a combination of different methods and state of the art media you get more than just a training!

A complete training-intervention, we call them **development journeys**, inspiring and encouraging your employees over a longer period.

We use, next to **classical instructor led training (ILT`s)**, modern methods and media, like **online-trainings**, **online-coaching**, **on the job training**, **virtual instructor led training (vILT`s)**, **webinars**, etc.

By combining these we achieve **sustainable behavioral changes**, which in turn will **influence your results positively!**

**Like in an orchestre**, the best result is achieved by an **interplay of very different instruments!**





## AT THE RIGHT TIME

### THE RIGHT AMOUNT

Like in top sports!

Training is most effective when offered **exactly at the right time!** In addition each and everyone of your employees needs very individual support! Through highly individualized training methods and - contents we make sure that **your ROI is optimized!** Costeffective!

Exactly as much as you need,  
as focussed as possible!







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04 CONTACT



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CONNECT WITH ME!



I am looking forward to talk to you soon.  
PLEASE CONTACT ME AND CONNECT!



**MARTIN MAGLIA**  
CEO - Senior Trainer

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**BECAUSE ONLY RESULTS COUNT!**

International business trainer, known TO DELIVER RESULTS.

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