

PROFILE

DAMARIS SCHWAIGER



KEY FOCUS AREAS

- ♥ Business trainer/coach, conflict manager
- ♥ Expert for sales and communication
- ♥ Team development, TTT courses
- ♥ Personal appearance, voice, speaking, rhetoric
- ♥ Conflict management & handling objections

"Of all the life skills available to us, communication is probably the most powerful." Bret Morrison (1912-1978, American actor and radio voice)

I have always been passionate about people and the opportunities to move and inspire through authentic, empathetic communication. Even as a child, I took every opportunity to speak in front of and with people. Intensive customer-orientated rhetoric training as part of my training as a tourism agent consolidated these skills.

My enthusiasm for cars paved my way into sales. Several years working for the Austrian Broadcasting Corporation, including training as a speaker and presenter, enabled me to professionally expand my skills in meaningful and value-creating communication. Another milestone was my many years of self-employment as part of a family business. During these years, I became a passionate entrepreneur and acquired theoretical and practical knowledge in personnel management and motivation.

Various positions in the areas of distribution and sales increased my enjoyment, to inspire and retain customers, to solve problems satisfactorily for both sides and to play a key role in the company's success. In order to use my voice musically, I completed a vocal training programme. During my many years of professional experience, my enjoyment of meeting people and positive interaction with demanding personalities have always proved to be important success factors.

By training as a certified specialist trainer, business coach and conflict manager, I created the opportunity to fulfil my personal dream of being able to impart knowledge with joy and patience, accompany mindset developments and motivate people.

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TRAINING, COACHING & CONSULTING

- ✦ Sales & Distribution
- ✦ Conflict management
- ✦ Target group definition/acquisition/research
- ✦ Telephony inbound/outbound - Telephone sales Customer loyalty
- ✦ Complaint management
- ✦ Objection handling
- ✦ Employee management and motivation
- ✦ Communication skills
- ✦ Mindset development
- ✦ Methodology & didactics
- ✦ Voice
- ✦ Speaking
- ✦ Rhetoric
- ✦ Team building
- ✦ Team coaching and development
- ✦ Event moderation

- ✦ Mindset & success - the correlation
- ✦ The XY files solved - a humorous workshop for better inter-gender understanding
- ✦ Group dynamics & meta-level - workshops for managers & team leaders
- ✦ Smart Talk & Behaviour - personality development for young managers and project managers
- ✦ Train the Trainer for in-house trainers and onboarding employees
- ✦ Female Empowerment - Strengthening strengths & communication at eye level
- ✦ Team development - constructive collaboration in volatile times

CONTACT

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