

PROFILE

THOMAS HOFSTÄTTER



KEY FOCUS AREAS

- Strategic sales development
- Sales & marketing process optimisation
- Sales coachings
- Digital mindset
- Team building for high-performance teams

ABOUT ME

My motto: "If you can dream it, you can do it." Walt Disney

The only limitations in our lives are our own thoughts and beliefs. I experienced this at first hand early in my professional career and have since focused intensively on the areas of mindset development and mental training.

Mental strength and the will to succeed have enabled me to rise within an international automotive group from a salesman to holding numerous management positions with teams of up to 120 employees. Due to the intentional dimension of my activities, my tasks also included providing English-language training courses for sales personnel in the CEE region.

I am particularly passionate about developing sales professionals and their individual talents. We far too often concentrate on weaknesses rather than leveraging existing strengths. My goal is to develop employees so that they have as much fun as possible at work and generate the most value added for themselves and their companies.

Another key focus area during my professional development has been the digitalisation of sales organisations. Technology can catapult sales organisations forwards or backwards. New technological developments will only bear fruit if people remain the focal point of digitalisation and understand the benefit of the tools and methods available.

Organisations that I have been fortunate to work for appreciate my clear and open statements about structural and personal approaches to solutions which deliver more success in sales.

PROFILE

THOMAS HOFSTÄTTER

TRAINING, COACHING & CONSULTING

- Sales and sales processes
- Acquisition strategies for new customers and clients
- Sales coachings
- Digital mindset
- Outdoor team building & fire-walking trainer

CONTACT DETAILS

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