

PROFILE

DAMARIS SCHWAIGER



KEY FOCUS AREAS

- Business trainer/coach
- Sales and communication expert
- Team building, TTT courses
- Personal impact, voice, speaking & rhetoric

ABOUT ME

“Of all the life skills available to us, communication is perhaps the most empowering.” Bret Morrison (1912-1978, American actor and radio speaker)

My passion in life has always been the opportunity of motivating and inspiring people through authentic and empathic communication. Even as a child, I grasped every opportunity to speak in front of and with people. Intensive, customer-oriented rhetoric training as part of my qualification to become a tourism expert underpinned these skills.

My fascination for cars paved the way for me to enter the world of sales. Several years working for the Austrian Broadcasting Corporation (ORF) and associated training as a spokesperson and moderator enabled me to extend my purpose-oriented and value-based communication skills. A further milestone was my many years of self-employment as part of a family-owned and run business. During these years, I became a passionate entrepreneur and gained theoretical and practical knowledge of leadership and employee motivation.

Various positions in the areas of sales and marketing increased the enjoyment of amazing and binding customers, finding mutually acceptable solutions to problems and playing a key role in business success. I also completed a singing course to exploit my voice musically. Over the course of my long career, key success factors have always been the joy of meeting new people and finding the right communication wavelength even with demanding personalities.

My training to become a certified trainer and business coach created the opportunity to achieve my personal goal of patiently transferring knowledge, supporting mindset development and motivating people.

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TRAINING, COACHING & CONSULTING

- Sales
- Marketing
- Target group definition / acquisition / research
- Inbound/outbound calls / telesales
- Customer loyalty
- Complaint management
- Dealing with objections
- Leadership and employee motivation
- Communication
- Methodology and didactics
- Voice
- Speaking
- Rhetoric
- Business workshops for entrepreneurs and SMEs
- Change management
- Team building
- Team coaching and development
- High potentials
- Mindset journeys
- Mission Impossible XY – a humour-based workshop aiming to increase cross-gender understanding
- Group dynamics & the Meta Level – a workshop for leaders
- Soft skills
- Emotional intelligence – a journey designed for managers and leaders
- Train-the-trainer courses for in-house trainers and on-boarding new hires

CONTACT DETAILS

E: ds@commkey.at

Tel.: +43 664 3451308