



PROFILE

INGRID KÜHTZ

EXECUTIVE SUMMARY

Ingrid stands at the forefront of customer and people engagement, serving as an advanced coach with an unparalleled ability to transform perceived impossibilities into concrete realities.

Her expertise extends to the strategic orchestration of client and talent acquisition, marked by an intensity that surpasses conventional norms, emphasising the importance of new connections. With a profound foundation in both management and a scientific background fuelled by a passion for Genetics and Evolution, Ingrid has sculpted a distinctive, self-repeating approach. This innovative methodology serves as a blueprint for fostering loyalty and eliciting exceptional performance, harmonising the intricate dynamics between vendors, clients, and talent.

AREAS OF SPECIALTY

Engagement

Ingrid is a true empathetic active listener and engages with the whole diversity of people in global businesses. Only by fully understanding the obvious and the silent needs, wishes and goals of a person can the work start to turn the impossible into achievements.

Talent Retention in Transformation

Transforming Organisations need their best talent to stay onboard. Many years of experience demonstrate that this is difficult to achieve. Her structural coaching approach supports talent to change this perspective, to enable them to know what is in it for them directly and in a longer view.

Customer Loyalty in Transformations

Transforming Enterprises tend to cut off long-term vendors, as they believe they will not be able to go with their changes. Many years of experiences driving such changes demonstrate that it is difficult for vendors to know, understand and continue to offer a fitting solution for these customers. Her structural coaching approach supports partners to continue working on their relationship, preventing the huge investment required to find and establishing new partnerships.

QUALIFICATIONS

- Years of management expertise > 25 years in Sales, Marketing & Customer Support
- Entrepreneurial in family businesses
- Tech. Product, Complaint, Training & Knowledge Management
- Leadership, international
- Merger & Acquisitions > 7
- Graduate Scientist
- MBA (Henley Business School, UK)
- ACC Associate Certified Coach (ICF)
- Harvard Negotiation Trainer (in progress)
- Native German speaker, fluent English speaker

CORE VALUES

- Exceptional:
Analytical
Innovative
Communicative
- Exploring:
Data
Science
Minds
- Exemplifying:
Ideas
Methods
Processes



STRATEGIC LEADERSHIP



CONTACT

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