

DR. MED. KLAUS HOLLSTEIN

CEO, SPEAKER / FACILITATOR, TRAINER, COACH

19 years of leadership experience in medical sales, marketing, and human resources of medium-sized as well as global pharmaceutical companies. Freelance trainer, coach, facilitator and speaker since 2010. Professionally, Klaus Hollstein utilizes his multifaceted and extensive experience in leadership, sales, and facilitation. He knows how to quickly build rapport and work the room, so your training or event participants get fully involved and engaged. In doing so, he manages to reach people individually and personally.

Among his customers are most institutions and organizations / corporations in the healthcare market, as well as many in related or other industries such as energy, fashion or technology.



AREAS OF EXPERTISE

- Training for leadership & management
- Communication and sales training
- Team development processes
- Business & executive coaching
- Strategy consulting in sales, marketing, medical science & HR
- Interactive keynote speeches
- Facilitation of expert groups and events

- Worked as ophthalmologist in Hamburg; move to pharmaceutical industry
- Studies of medical science; PhD degree as medical doctor

EDUCATION & WORK EXPERIENCE

- CEO Hollstein & Hammerstein GbR
- Head of sales performance coaches & trainer
- HR business partner
- Head of people development, training & business excellence
- Sales director, pharmaceuticals & supplements
- 1st line sale manager in pharmaceuticals; regional manager
- Medical affairs manager

CERTIFICATION

- 2007, systemic coach, Institut für Fort- und Weiterbildung (IFW), Munich, Germany
- Certified Trainer, PaulySales GmbH
- Certified as Trainer / Coach for „Leadership Agility 360“, Detego