

# JOHANNES KÖHN



*Explorer of Conversation  
Catalyst for Transformation  
Navigator through Complexity*



## Profession

**Trainer & Facilitator** (certified since 2009)  
**International Master Coach** (certified since 2013)  
*>3,000 hours of experience in >30 countries  
>15,000 participants and >30 organizational clients*

Vocational focus: personal leadership, organizational development and behavioral change

**Executive Partner, dieTraineeAkademie**, Cologne (since 2015)  
**Partner, EvoluteSix**, London (since 2015)

## Education

**Dipl.-Ing., Industrial Engineering & Management** (Berlin Institute of Technology)

**M.Sc., Entrepreneurship & Business** (European Institute of Innovation and Technology and Berlin Institute of Technology; studies abroad in Wageningen, Zurich, Paris)

Professional experiences at **Siemens, Accenture, KPMG, Deutsche Bank, Arthur D. Little** and various NGOs  
*>3 years of consulting and leadership experiences (>400 people)*

# TRAINER, FACILITATOR & COACH

“There is nothing more powerful than an idea whose time has come.”

– Victor Hugo



## PORTFOLIO

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### Leadership Training

- Design and delivery of leadership development programs and seminars
- Guiding personal and organizational transformation processes such as vision-building, innovation, creativity and change management

### Team & Organizational Development

- Facilitation of teambuilding and decision making processes
- Moderation and mediation of group dynamics and conflict resolution
- Transformation of organizational culture (values, beliefs, behaviors), strategies and learning

### Professional Skills

- Communication, rhetoric, presentation, moderation
- Project management, time and self-management
- Confidence and presence building
- Intercultural competences (general and culture-specific preparation and reintegration)

### Train-the-Trainer, Train-the-Coach

- Basic trainer education with focus on building self-awareness and trainer identity
- Advanced trainer education with focus on group dynamics and facilitation
- Life and business coach education following ICF requirements

### Life & Business Coaching

- Guiding result-focused personal and professional transformation processes

## FORMATS (GERMAN & ENGLISH)

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- Seminars, trainings and workshops
- Individual life and executive coaching
- Team and business coaching
- Motivational speaking for conferences
- Individualized events for small groups
- Hosting spaces (Appreciative Inquiry, Open Space, World Café etc.)

## CLIENT GROUPS

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- Domestic and multinational companies and public institutions
- Non-governmental organizations
- Universities and educational organizations
- Leaders, managers and entrepreneurs
- Professionals and young graduates

## EDUCATION IN TRAINING & DEVELOPMENT

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- 05/2014 – 04/2015 **Master Coach Certification** (WeCreate, Finland) – ICF PCC level  
Focus: Advanced rapport and coaching methods, archetypes, business building
- 01/2013 – 08/2013 **International Coach Certification** (WeCreate, Finland) – ICF ACC level  
Focus: Coaching methods and techniques, rapport building, systemic coaching framework, presuppositions and coaching ethics, sessions with clients
- 12/2011 **Art of Hosting** (Dey Dos, entrepreneur & CEO, Portugal)  
Focus: Hosting spaces, community building, core methods (circle, open space, appreciative inquiry, world café, storytelling)
- 06/2010 – 07/2010 **Train the advanced Trainer Seminar** (AIESEC, Germany)  
Focus: Facilitation (experience based learning, group dynamics) and intercultural competences (intercultural learning, training methods, preparation, reintegration)
- 11/2009 – 12/2009 **Train the Trainer Seminar** (AIESEC, Germany)  
Focus: Learning theory, training design and methods, communication, motivation, group processes, evaluation and the role of a trainer

# DIPL.-ING. JOHANNES KÖHN

Date of birth May 20<sup>th</sup>, 1987  
Place of birth Potsdam, Germany  
Nationality German



## EDUCATION

- 07/2012 – 10/2014 **EIT European Institute of Innovation and Technology – European Union**  
Entrepreneurship and Business (Master), Climate-KIC program (ungraded)  
▪ Entrepreneurship for climate innovation (own startup and master thesis)
- 07/2012 – 09/2012 **Wageningen University | ETH Zurich | UPMC Paris-Sorbonne** (scholarship)
- 08/2010 – 06/2012 “Radical Sabbatical” (foundation of own freelance business) – vocation as trainer, facilitator, moderator, conference chair, motivational speaker, consultant and coach
- 10/2006 – 04/2014 **Berlin Institute of Technology (TU Berlin)**  
Industrial Engineering and Management (Dipl.-Ing.)  
▪ Fields of study: strategic/international management, power engineering/logistics  
▪ Grade point average: 1.4 (German grade system – excellent), top 5%
- 12/2013 – 04/2014 Thesis on entrepreneurship (summa cum laude), **DEVELOR (Prague)**, scholarship
- 04/2010 – 07/2010 Seminar paper in controlling (magna cum laude), **PricewaterhouseCoopers**
- 07/1999 – 06/2006 **Wolkenberg-Gymnasium Michendorf** (secondary school)  
▪ University-entrance diploma (Abitur): 1.2 (German grade system), best in class
- 07/2003 – 07/2004 **Williamsport Area High School, Williamsport, PA, USA** (high school diploma)

## PRACTICAL EXPERIENCE

- 03/2016 – today **United Nations Goal Keeper** – Facilitator of Merit360 Action Plan 001, SDG 8
- 11/2015 – today Managing Partner, **dieTraineeAkademie** (www.dietraineeakademie.de), Cologne
- 11/2015 – today Partner, **EvoluteSix** (www.evolute-six.com), London
- 09/2010 – today Professional Trainer, Facilitator, Coach (certified, >3,000 hours, >30 organizational clients, >15,000 people, >30 countries)  
**Among clients (private/public/philanthropic): ADB, AIESEC, Bertelsmann, Deutsche Bahn, Erste Bank, European Union, Federal Ministries (Economics, Education/Family), German Military Service, GIZ, TU Berlin, United Nations**  
▪ Areas (excerpt): personal leadership, organizational/professional development, behavioral change  
▪ Highlights:
  - Training PTSD (posttraumatic stress disorder) seminar by German military service on individual learning and development in self-consciousness, self-worthiness and self-leadership, Berlin/Germany, 03/2016
  - Delivery of a global leadership development program at an international NGO to 800 executives and into 120 countries, Delhi/India, 08/2015
  - Facilitating interdisciplinary dialogue on biodiversity among 400 scientists, policy makers, indigenous peoples and industry representatives, United Nations Biodiversity Convention, Trondheim/Norway, 05/2013 and 12/2014
- 03/2012 – 05/2012 **Arthur D. Little (Munich)** – strategy consulting
- 08/2011 – 09/2011 **Deutsche Bank (Frankfurt am Main)** – inhouse consulting
- 04/2011 – 07/2011 **KPMG (Berlin)** – advisory/management consulting
- 07/2010 – 03/2011 **Accenture (Berlin/Wolfsburg)** – management consulting
- 11/2009 – 06/2010 **Elpro Industrieholding (Berlin)** – CEO assistance/venture capital

## REFERENCES

### Private.

 accenture



| BertelsmannStiftung



Deutsche Bank 

ERSTE 

ERSTE GROUP

GOEURO

IFOK • Wir gestalten Wandel.

 Sparkasse

TALENTS 4 GOOD

### Public.



### Philanthropic.



The European Law Students' Association



\* danielsanogueira.com  
WE CREATE  
THE FUTURE.  
TODAY.