



PROFILE



Jacobus Onneken – Sales Expert, Consultant, Trainer & Blogger

Information about Person:

Jacobus Onneken is married, has 2 kids and lives in the beautiful city of Hamburg where he successfully runs his business "Sales Consulting Onneken" since 2009.

He spends his free time with his family and friends. His hobbies include nordic walking, mountain biking and traveling.

He is also interested in every aspect of personal development, entrepreneurship and the values off the honourable merchant.

Phone: +49-151-22683076

Testimonials:

- Akquinet
- Bruck
- Calderys / Imerys
- Cintellic Consulting Group
- DHL
- EGE carpets
- Egernsunder Ziegel
- Esselte
- eurolaser
- Hemmersbach
- Inno Tape
- Komatsu
- Meridian VAT Reclaim
- Porsche
- Southco
- TACK International
- tcworld
- TE Connectivity
- tekcom
- Toshiba Europe
- 3M Deutschland

Qualifications & experience:

- Industriekaufmann (IHK)
- Business Coach (IHK)
- Certified DiSC® Trainer (Inscope / Wiley)
- Train the Trainer by TACK International (Sales, Negotiation and Relationship Management)
- HSBA Master Mentoring-Program
- International sales experience
- B2B: industry, trade & services
- Key Account and Sales Management
- Setting up and leading sales teams and sales organisations

Expertise (excerpt):

- Sales & distribution strategy
- Key Account Management
- Business development
- CRM – Customer Relationship Management
- Negotiation
- Entrepreneurship
- Communication
- Business-Coaching for executives, managers and sales
- DiSC® personality & behaviour profile