



## Dieter Menyhart

### Sales Coach and Trainer

“ If you’re not sure where you’re going, you’re liable to end up some place else. – *Robert F. Mager* ”

#### About Dieter

Dieter Menyhart is a Sales Coach and Trainer, turning sales into a pleasure rather than a chore for the staff of our customers. Like a sports coach, Dieter focuses both on the mental aspect as well as the method, bringing the best out of his charges. He also takes on demanding new customer acquisition projects and temporary head of sales positions.

His many years of experience as Head of Sales and Key Account Manager mean that he is much in demand as a sparring partner for ambitious businesses.

Dieter is a federally qualified Head of Sales and certified sales coach. He is an SFV (Swiss Association for Leadership Development) examination expert and also for federal diploma Head of Sales students at the SMC (Swiss Marketing Club), He is also President of the saletrainer.ch professional association.

#### Curriculum vitae

2012 – present	Sales Coach and Trainer, Ad Interim Sales GmbH, Zug
2010 – present	CEO, Menyhart Training, Zurich
2008 – 2010	Senior Channel Manager, B2B Sunrise Communications AG, Zurich
2006 – 2008	Head of Marketing and Sales, ALSO Schweiz AG, Emmen LU
2000 – 2006	Key Account Manager, Orange Communications SA, Zurich
1998 – 2000	Head of Sales, Secom AG, Zurich

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