



**VERHANDLUNGSWERKSTATT**  
TRAINING COACHING BERATUNG

# Trainer profile

Thomas D. Veitengruber



[www.verhandlungswerkstatt.com](http://www.verhandlungswerkstatt.com)

VerhandlungsWerkstatt®

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**Thomas D. Veitengruber** is the owner of VEITENGRUBER / Beratung für den Mittelstand. The industrial engineering graduate draws on many years of management experience for his consultancy work: he worked for over 15 years as a manager and member of the executive board in international corporations and SMEs. He specialised in sales management and control, marketing, product and process management, as well as purchasing and supply chain management.

His career has taken him to the USA, Switzerland, Italy and Asia, where he learnt a great deal about international management and intercultural communication. He combines this knowledge with his practical experience in the areas of sales and procurement management.

since 2014  
Founder and partner of Verhandlungswerkstatt®

since 2012  
Owner of VEITENGRUBER - Beratung für den Mittelstand

since 2006  
Project management and moderation of workshops on organisation, key account management, strategy development and innovative negotiation concepts, e.g. in the automotive, semiconductor, mechanical and plant engineering and electrical engineering sectors.

Training events, e.g. on the topics of customer value-orientated pricing, communication for project managers, purchasing and sales, negotiation management and techniques for sales and procurement functions.

Lectures and workshops as part of management and junior management development programmes.

### **Educational background**

- Diploma in Industrial Engineering, Technical University of Darmstadt
- Supply management qualification programme of a Swedish-Swiss group
- Various management programmes of a DAX company
- Management development programme for managing directors and senior management of a German steel group

### **Further training**

- Certified trainer and business coach
- Certified online trainer

### **Professional activities**

- Executive Vice President Sales Management, mechanical and plant engineering: overall authorised signatory, responsible worldwide for sales strategy, planning and control, pricing, process management, marketing
- Commercial Manager, IT Services, responsible for commercial sales, contracts, procurement, compliance within the company, among other things
- Corporate Commodity Manager for memory ICs and LCDs, electronics, strategic purchasing responsibility at Group level (procurement volume approx. € 1 billion)
- Senior Buyer and Deputy Head of Sales Purchasing, Electrical Engineering, Project Manager Sales, Electrical Engineering, e.g. implementation of measures to increase effectiveness and efficiency in sales (processes, sales controlling, management system of sales regions)
- Supply Manager, Plant Engineering, Head of international and cross-functional development teams, Commodity Manager
- Marketing Planning Coordinator, Automotive, development of new global vehicle concepts in international development teams

Thomas Veitengruber, born in 1967, is married and has two children.

