

Sabine Kampmeier

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Date of birth: 12.09.1969
Nationality: German



WORK EXPERIENCE

- Since 10/2011 **Consultant, Facilitator & Coach – ConExTour**
Systemic & agile team/organizational development for awareness based change processes, facilitation & training for resilience, (virtual) communication & mindful change, systemic coaching & mediation for stress-/conflict management and transformation
Consulting, training & business development in tourism & hospitality, export promotion, representation, online marketing & sales, channel management
- Since 06/2014 **Senior Consultant & Industry Specialist Tourism - PM & Partner Marketing Consulting GmbH**
Business development Asia, investment promotion for Japanese Investment Promotion Agency JETRO
- 06/2014 – 12/2017 **Consulting DACH Market – Bensaude Group/Portugal**
Marketing & sales consulting German market
Innovation & product development
- 08/2010 – 09/2011 **Parental Leave & Online Projects**
Collaboration on launch of OTA www.e-destinos.net, Vilauma GmbH/Peakwork AG
Launch kid's furniture online-shop www.cama-bebe.com
- 07/2009 – 07/2010 **Marketing & Sales Manager - SulCare DEWI Lda.**
Marketing & sales strategy in the market of medical devices, interface tourism, wholesaler strategy, online/offline marketing, controlling
- 08/2006 – 06/2009 **Head of www.BookPortugal.com - TUI Portugal**
Business Development - TUI Portugal & TUI Consulting & Services
Launch of travel portal www.BookPortugal.com: business plan, strategic positioning, online marketing, SEO, SEM, affiliate marketing, product management, reorganization TUI Portugal, strategic business development & projects
- 05/2002 – 08/2006 **Head Key Account Management & Service Department - TUI Portugal**
Manager Central European market, product management, hotel & ancillaries contracting, key account management & representation, operations, HR, transfer of undertaking, service, business development, roadshows in Algarve & Germany, event organization TUI Inside, speaker at conferences

- 12/1997 – 04/2002 **Key Account Manager - TUI Deutschland GmbH**
 Key Account Management 3rd party travel agency chains, negotiations & contracts, B2B and B2C marketing, strategic partnerships, organization of retail conferences, representation & speaker at conferences
 03/2001 – 04/2002 Key Account Manager new sales channels (online/TV)
 03/2001 – 04/2002 Project Manager “Multi-Channelmanagement”
- 04/1997 – 11/1997 **Manager Marketing & Operations - TUI AG**
 Portfolio Management Incoming: Responsible for the DMCs in Africa: Morocco, Tunisia, Egypt, Kenia and Tansania, benchmarking & synergy analysis, process redesign, implementation of innovation & marketing, reporting, M&A
- 03/1995 – 03/1997 **Consultant & Facilitator Marketing & Sales - KMC Management Consultants**
 International strategic marketing & sales projects, facilitation of workshops and change processes, distribution development & qualification of sales network, consumer goods, medical devices, fashion etc. for e.g. *Bang&Olufsen* France/Italy, *Perstorp* France/Switzerland, *Danavox* France, *Strenesse* Germany/ Italy

EDUCATION

- 03/1990 – 12/1994 **BA (HONS) European Business Studies – University of Applied Sciences Osnabrück**
 Specialization international marketing & event management
- 07/1994 B.A. HONS, final grade 1,75 (1=best, 5 = worst)
- 03/93 – 12/94 Vice-President AEGEE Osnabrück
- 10/94 – 12/94 Sales assistant at *Il Sole 24 Ore* for recruiting fair
TEAM -The European Academic Manager Milano/Italy
- 09/92 – 02/93 *ERASMUS* LUISS Guido Carli Rome/Italy
- 02/92 – 08/92 Marketing assistant *Club Méditerranée*/Paris
- 10/91 – 01/92 *ERASMUS* ESCAE Lille/France
- 11/1989 – 01/1990 Internship *L&T* Osnabrück (Fashion House)
- 06/1989 – 10/1989 Animation Team *Club Méditerranée* Tanger/Morocco
- 05/1989 GCE A-Levels Ratsgymnasium Osnabrück, final grade 1,5 (1 = best, 5 = worst)

LANGUAGES

- German: mother tongue
- English: fluent (C2)
- French: fluent (C2)
- Portuguese: fluent (C2)
- Spanish: fluent (B2)
- Italian: fluent (B2)

FURTHER QUALIFICATION

- 09/2020 – 05/2021 Systemic Organizational Developer – *BTA Berlin*
Modules
- Systemic Organizational Consultant
- Agile Management Consultant/Scrum Master
- Certified Mediator
- Certified (according to QRC) & systemic Coach
- NLP Practitioner/DVNLP
- Management Trainer/Train-the-Trainer
- 08/2020 Strategic Design Thinking – *HPI School of Design Thinking Potsdam*
- 06/2020 – 07/2020 Online Facilitator - *DesignThinkingCoachAcademy & D-Network Berlin*
- 01/2020 – 01/2020 Futouris Sustainable Food Trainer - *MODUL University Vienna*
- 06/2019 – 06/2019 Embodied Leadership: Social Presencing Theatre - *Presencing Institute/MIT Arawana Hayashi*
- 09/2018 – 12/2018 u.lab/Theory U: Leading change from the emerging future - *Presencing Institute/MIT Otto Scharmer*
- 04/2015 – 10/2016 Certified Trainer for Stress Management, Certified Hatha Yoga Teacher, Yoga-for-the-special-child® Trainer (385 hrs) - *Integral Yoga Institute Virginia USA*
- 10/2015 – 12/2015 Trainer' s certificate CCP – Certificado de Competências Pedagógicas CCP n.º F650495/2016
- 09/2000 – 12/2001 Senior Management Development Program (STEP) - *TUI AG in cooperation with Management Centre St. Gallen/Malik (CH)*

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Sabine Kampmeier