

Dr. Klaus Schirmer

Klaus Schirmer is an entrepreneur, management consultant, author, university lecturer and auditor. In addition to his entrepreneurial skills, for which he and his team santé upper pharmacy, Villach were voted Austria's best employer by great place to work in 2017, Klaus Schirmer is undoubtedly one of the „practitioners“ among keynote speakers. With a great deal of humor, but also smart expertise and a skillful mix of professionalism and entrepreneurial wisdom, he has been inspiring his audience in lectures, seminars and events for over 20 years. He knows how to present highly complex topics in a competent, pictorial and humorous way. His lectures and seminars always offer inspiration and motivation at a high level.



**Führen nach dem Husky-Prinzip:
So stürmt Ihre Firma voran!**

TOPICS

+ Leading according to the HUSKY principle

- How to gather the right people around you and let them work towards your goal.
- What rules, structures and clarity you need to use your resources efficiently
- How to create a Yeaahhhh! culture in which everyone wants to do their best

+ Let buy instead of sell

- How you can use friendship as a selling principle
- How to stop selling because you are helping the customer become successful
- How to create a culture of offering where your customers are happy to grab it

+ Quality: a key to enjoyment of work and life

- How managed operations can make your life easier
- How to bring quality into your personal life
- How you can use energy sources every day to work well, earn well and live well

REFERENCES & PRESS

- Österr. Apothekerkammer, Mag.pharm. Iris Kubik, Leitung Fortbildungsreferat
- Swietelsky Österreich, Bmst. DI Andreas Geiger, Prokurist
- Genericon Pharma GmbH, Dr. Katharina Janach, Head of Sales
- Adler Apotheke, Graz, Prof. Mag. Bernd Milenkovic, Inhaber
- Widmer Austria GmbH, Philip Wied, Geschäftsführer
- Schwabe, Ley und Partner, Georg Ehrhart, Prokurist
- Univ. Innsbruck, Inst. f. Pharmakodynamik u. Toxikologie, Univ. Prof. Dr. Jörg Striessnig, Institutsvorstand
- Bayer Healthcare GmbH, Mag. Susanne Eibegger, Head of Sales

Participant comments:

„Great compliment: from practice to practice! Coherent, understandable, competent, humorous, very motivating!“

Peter Halvax, Business-Trainer, Wien

„For me, Dr. Schirmer is one of the best in his field. His lectures are lively, entertaining and yet lasting, very inspiring and substantial.“

Dr. Andreas Janka, Board of Directors, PHAGO

„I especially liked the positive energy during the seminar, the joie de vivre of the coach and the concept.“

V. Dellacher, Participant, Innsbruck

INSPIRATION

- Prof. Manfred Winterheller, Graz, speaker & motivator: „Start living!“
- „Die Weisheit des Diamanten“ Michael Geshe Roach
- „Deutschland – ein Sommermärchen“

FEES / TRAVELEXPENSES / LANGUAGES

Keynote speech	Honorargruppe E
Daily rate	Honorargruppe E
Travel costs	Villach / A
Languages	

LIVE BOOKING



MEDIA & RECOMMENDATION

