

## Coach Profile

### Heide-Marie Klein

**Nationality:** German

**Residence:** Berlin

**Languages:** German and English

**Areas of expertise:**

Managerial and leadership coaching  
Marketing and strategic planning  
Networking within financial  
institutions  
Corporate social responsibility

## Corporate and Management Experience

Ms. Klein has worked as manager for Marketing & Strategic Planning with Siemens Nixdorf in the Public Sector Division (Munich). In this position, she was responsible for the design and introduction of a customer relations management tool for clients (CRM). In addition, she advised and coached the division head on speeches and presentations for national and international client events and became the division's consultant for International Financial Institutions (IFI).

In her leadership role as Siemens' representative to the World Bank, Ms. Klein built a knowledge pool of all International Financial Institutions (IFI) and shared expert knowledge on IFIs inside the company. She was able to develop a partnership with the World Bank Group to share and leverage knowledge, in this way promoting staff exchange between the World Bank Group and the company to foster leadership and development, especially in the area of corporate social responsibility.

## Academic Qualifications

M.A. in Applied Linguistics and Cultural Studies, University of Mainz, Germany

B.A. in Marketing and Organization, private school, Munich

## Training

Specialist (autodidact) in International Financial Institutions, i.e. Development Banks

## Coaching Education and Certification

Ongoing coach training, CoachU, Colorado, USA

## Coaching Approach

Heide-Marie Klein's first-hand experience of the challenges facing an executive assigned to work in another country gives her unique insight to support an effective and smooth transition through coaching. Since returning to her home country, Germany, Ms. Klein has been inspired to create a system of coaching to help others navigate transitions so that they can fully realize their potential as executives. Enhancing leadership qualities with young professionals and top-leaders in the global workforce was and is one of her dearest endeavors. Her staff, located in Brussels, Manila, Munich and Washington, DC, including interns from all over the world, were the ones who spurred her passion for enhanced leadership development.

**Other Activities**

Ms. Klein supports Human Rights Learning (<http://www.pdhre.org/index.html>) and promotes Corporate Social Responsibility.