



## Austria: Martin Maglia

**Location:** Vienna  
**Nationality:** Austrian  
**Languages:** German / English



Martin brings a balanced combination of high quality business experience, academic training and a passion for working with people to his work as an expert in training and coaching. He is especially interested in exploring ways to help individuals and teams use everything they have to achieve the outcomes they desire. His core competency lies in skills enhancement, personal and team development.

Martin's underlying vision is to inspire and encourage individuals and organizations to change, leading to measurable attitude, behaviour and skills improvement to enhance his clients' performance. Martin has been involved in numerous large-scale training project rollouts, nationally and internationally, including train-the-trainer sessions. He has designed and delivered programmes for a wide variety of clients.

Martin's business career began as a sales rep for ISTA Osterreich before switching sides to become a purchasing manager at Johann Dvorak GmbH and then, for seven years, a business process reengineering consultant with Hewlett-Packard EMEA where he was project manager for various change initiatives, process reengineering and quality management projects throughout the EMEA region. Projects in Eastern European countries, several Pan-European projects and in Saudi Arabia sharpened his business understanding and especially his understanding of working with and leading projects in a multicultural environment.

His growing interest in personal and organisational development led him to found his own training and coaching consultancy in 1994. Martin has taken lessons from the business world to combine them with a passion for people and results and thereby engage and inspire people to reach new levels of personal awareness and performance. He is now an author and public speaker.

Clients include:

- Automotive: General Motors, Fiat
- Finance: UniCredit Leasing
- Food / FMCG: Ferrero, Philip Morris International, Nomad Foods Europe
- IT / tech: Microsoft, IBM
- Misc: Nielsen, Adidas
- Oil & gas: OMV

Qualifications include:

- Graduate Engineer (TGM – Higher Technical Training and Research Institute)
- Business Administration and Management degree (Vienna University of Economics and Business Administration)
- Accredited to use a number of tools, including Facet5