

Curriculum vitae

Allan Moser

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Professional Experience

from 2020	Coach and Course Support at <i>t-learning</i> for the 'Leadership-Course' Online-Coaching, participants support and accompaniment of the 'Leadership-Course'
from 10/2020	Training- and Enablement Manager at <i>RingCentral</i> Development, implementation and execution of training and enablement programs for leaders and individual contributors. Conduct on-line trainings and workshops.
from 2019	Allan Moser – Business Coaching Coach for leaders and individual contributors: Support with topics of leadership, change, achievement of goals, career development, decision-making process, conflicts and crises, leadership in an international and virtual context. Management and organizational development.
01/2019 – 07/2019	Manager of Training and Enablement at <i>Amazon Web Services</i> Development and implementation of sales, management and operational trainings. Management of the Europe-wide training team. Execution of training courses, workshops and moderation, both in person and online.
2016 – 2018	Director of Sales Operations and Business Management at <i>Microsoft</i> Responsible for sales and operations of the 'Business Software' division for EMEA (Europe, Middle East, Africa), including sales management, planning, revenue management and head count management. Design and implementation of change management and transformation programs. Coaching and development of regional management teams.
2012 – 2016	Director Field Enablement and Training at <i>Microsoft</i> Development of a structured coaching program named 'Sales Leadership Mastery' for sales managers in CEE, implementation of it including 1:1 coaching of executives and further rollout in Japan. Conception and implementation of sales and sales-management workshops and trainings in Germany and CEE.
2010 – 2012	Director Services and Consulting Österreich at <i>Hewlett Packard</i> Revenue and profit responsibility for service and consulting in Austria. Focus on team transformation and development of employees as well as planning and implementation of change projects.

2010	Sales Director Europa at <i>SolveDirect</i> Business responsibility for software sales as well as consulting and service. Development and expansion of the team in Germany. Implementation of a structured and repeatable sales process.
2009 – 2010	Senior Executive Search Consultant at <i>Neumann International</i> Acquisition and implementation of executive search mandates in the IT, telecommunications and technology sectors.
2006 - 2008	Business Unit Lead Software at <i>IBM</i> Revenue responsibility for the software division and management of the sales teams in CEE, Middle East, Africa, Austria and Switzerland. Responsibility for the partner and telesales division.
2004 – 2005	Manager of Tivoli Software Sales at <i>IBM</i> Revenue responsibility for Tivoli Software (IT management software) in CEE, Middle East, Africa, Austria and Switzerland. Management of the sales teams in the above countries.
2002	Salesmanager Austria at <i>Broadvision</i> Revenue responsibility for all products and solutions (e-business Software) in Austria.
2001	Key Account Manager at <i>Novell</i> Sales manager for sectors finance, media, public sector and manufacturing in Austria.
1997 - 2001	Key Account Manager at <i>IBM</i> Key account management for customers in the public sector (MoD, MoI)

Education and trainings

2020 - 2021	Registered Mediator, win-win Institute Vienna
2020 - 2021	Hypnosystemic Communications, Syst. Institute Munich
2020	Genogram in Coaching and Consulting, stepin Vienna
2019	Solution-focused Coaching, Syst. Institute Munich
2017 - 2018	Certified Business Coach, Wifi Vienna
1991 - 1996	Master of Business Administration, WU Vienna