

CV

Name: Peter Merved
Address: Vadgårdsvej 134, 2860 Søborg
Phone: mobile +45 2250 9298
Email: pme@solvation.dk

Within the last 25 years, I have been involved in professional world of sales, training/education, management, communication, coaching and personal development. I see my primary forces in developing and optimising people, teams and processes in an international environment.



MY PROFESSIONAL EXPERIENCES:

2016 May - : CEO Solvation

2011 January-2016 April: Director (referring to the CEO) TACK International

- E.g. changing the leadership mindset and the communication of around 60 top managers in the biggest company in Denmark who sells to the professional building industry (reference available)
- Development and execution of international training and business conference in Athens for 47 different TACK countries (TACK is represented in 47 countries)
- Network specialist
- Being responsible for the quality and development of the Danish instructors and materials
- Yearly achievement of a sales budget between 2-3 million DKK and doing around 100 training days
- The most recommended coach and mental trainer in TACK DK (references available)
- Negotiation of contracts and handling complaints on management levels
- Training of international clients in and outside Europe (references available)
- Responsible for TACK sponsorships - e.g. in DBU (Danish Football Organisation) and DHF (Danish Handball Federation)

2007-2010 December: Chief Consultant TACK International

- Starting new presentation concept up in TACK
- Building up own sales/training team - from recruiting to implementation of the team
- Creating TACK Coach Academy (ICF)
- Responsible for processing/challenging different management teams at the clients during turn overs, mergers and cooperation challenges
- Creating TACK Forum Theatre (a method combining acting and transformations in companies)
- Training clients in Sales Skills, Management Skills and Communication/Personal Development
- Defining the pedagogical and educational approach in TACK DK

2006-2007 (six months): HR Responsible in Fujitsu Siemens Computers DK

- Responsible for all coaching activities within the Danish HQ
- Establishing better cooperation between two different organisations
- Sparring partner for managers e.g. the Nordic CFO (reference available)
- Recruitment processes

2002-2006: Independent/founder Dramatic Communication (Communication training combined with theatre philosophy) and Coach-U (team and individual coaching)

- Building own business, concepts, materials and client network
- Selling, coaching and training
- Training philosophy based on Aristotle, Dewey, Marston and Gardner

1994-2002: Teacher and team coordinator at “Søndersøskolen” (seven years and “Søgårdsskolen” (one year – young people with autism)

- Main teacher in classes from 7th - 9th grade
- Danish, Biology, Physical Education, Drama and personal support for students with difficulties
- Team coordinator for teachers from 7th – 9th grade
- Academic responsible for Physical Education and Drama

Further education

- Certified ICC coach 2004
- Certified in DiSC Profile Analysis within management and sales (Discover)
- Certified ICI Mental trainer 2013
- Certified in Well-being Analysis (Discover)
- Various Management-training courses
- Various Sales courses

Positive Keywords

- Calm, Engaged, Responsible, Creative, Trustworthy, Empathic, humoristic