

夏仲贤 Dr. Summer Shiah

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Languages

Chinese, English

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PROFIL M

I believe in W2P (Win-win Partnership)!

During my 10-year tenure as an IBM technical sales professional , I deeply apprehended how **essential manpower asset** is to sales/business success. There, I showed a leadership charisma in sales team building, business expansion and exceptional performance creation. I had undergone numerous precious cases with customers by building up & implementing **W2P (win-win Partnership)** for better performance & relationship (i.e. "Guanxi关系" in China).

Since then, I have concentrated on **talent development** and **leadership** study. After returning to China in 2009, I worked with US famous training providers **[AMA; DDI]** and dedicated to delivering on-the-job Sales Training for local professionals and talents, plus facilitating leadership workshops.

Typical comments by trainees on my style and presentation are: "Dr. Shiah is a **master of both traditional Chinese culture and western management science**; we are impressed by his **humorous** teaching style, **kindness** mind-setting & **energetic** dedication".

My expertise for you

- Leadership Coaching (ICF)
- Leadership Training, e.g. Coaching Skills/NLP, Change Management, Conflict Management, IDP & Retention, Performance, New Leader W/S, Influence, Motivation, Communication, Target Selection, EQ, Business Network, Strategy Realization; Time & Pressure Management, Problem Solving, Project Management
- Sales Training, e.g. Logical Selling Process, Value Selling, Strategic Selling, Win-Win Negotiation, Customer Satisfaction, Presentation Skills, Marketing, CRM
- Leadership Assessment and Management Audit

Special skills

- Doctor & Master of Business (DBA/MBA in Marketing),
- Competence Modeling & Talent development centers
- AMA, & DDI Senior Trainer Consultant in Leadership/Sales
- IBM Tech. Sales & Channel Op. Management
- Being Director/GM in Global IPO companies: Sina.com, Novell, VISA, Bull, ACNielsen, SIS (GPU), CNet Networks

Selected customers

- Mercedes-Benz, BMW, IBM, Master Kong, Schneider, Bayer, GN Resound, Philips, APL, ESKO, Barry Callebaut chocolate, Akzo Nobel, Alcatel, HSBC Software, IELTS The British consulate, Merck, Johnson, Timberland, Schweyer, BOSCH, Schaeffler, Goodyear, Veolia, Nokia, Degusset (China), NSN, Corning, Air Chemical Products (China), Master Kong, SAIC Volkswagen, Shanghai General Motors, QQ, Teamsun, Yanfeng Visteon, Haier, Morgan hot ceramics, Leitz Nanjing, China NT Phama, Sherwin-Williams,, Flytech (POS, KIOSK), China Telecom, CNOOC, China CAMC Engineering, BoCOM Overseas, DBS Bank, CreditEasy, Best Buy, IKEA, EISHO, China Merchants Industry Holding Ltd. Shenzhen Chiwan Wharf Holding Ltd.,