

Stefano Santori

Profil M Project Partner

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Languages
Italian, English

www.profil-m.de

PROFIL M

Business Coach and NLP Profilation Expert

With over 30 years of experience in corporate training and coaching, I have been supporting managers, leaders, and organizations in their evolution and in achieving their most ambitious goals.

My mission is to empower individuals and teams by decoding the dynamics of change and high performance. By integrating strategic communication, NLP, and a deep understanding of mindset, I facilitate tangible and lasting development. Whether through executive coaching for top managers, change management consulting for complex organizations, or innovative training programs, my commitment is to provide practical tools and foster a transformative learning environment.

Clients perceive me as a dedicated and versatile partner, capable of designing and implementing tailored solutions that align with their strategic needs and drive innovation.

My expertise for you

- Managerial Profiling and Appraisal: Expertise in assessing and developing managerial potential using models such as Development Centers and Personality Profiles
- Delivery of training programs on strategic communication, marketing, sales, and leadership
- Executive, Team, and Change Management Coaching for managers and leaders
- Design and rollout of development programs for diverse corporate and institutional clients
- Consulting on Innovation, A.I. integration, and Digital Transformation processes

Special skills

- Law Degree & Degree in Sports Science
- NLP Licensed Trainer & NLP Coach Licensed Trainer (since 1994, licensed by R. Bandler)
- Over 30 years of experience in corporate training and 20 years in Business and Executive Coaching
- Certified Innovation Manager by the Italian Ministry of Enterprises (MIMIT)
- University Lecturer at LUISS, Federico II, and Universitas Mercatorum
- Director of 4 University Masters at UNIMERCATORUM

Selected customers

- Roma Capitale
- ENEL
- Philip Morris
- CDP (Poste Italiane)
- RDS Radio
- Cambrex
- Mediolanum
- Gabetti
- Angelini Farmaceutica
- BAT (British American Tobacco)
- Confindustria (Direzione Generale)
- Forte Village

Selected publications

- Author of over 20 books and 8 texts on communication, public speaking, change management, and mindset
- Creator of 4 active podcasts on Google Podcasts and iTunes
- Produced over 500 hours of video content for e-learning platforms