

Melanie Rohmann



I am Melanie Rohmann. Since 2020, I complement moveon as a Senior Consultant and trainer. I am an experienced sales and leadership woman with focus on sales, customer service and business development.

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My sales career encompasses 20 years of experience – starting as a trade fair hostess while still a student up to executive positions in sales, customer service and business development. From these activities, I took away one key learning:

If you want to be successful in business, you need to train and perfect your persuasive powers in relation to your own aims, visions and strategies.

The way it works is the art of sales.

That's what I stand for as a consultant: To positively embed engaging und inspiring communication and performance in in the minds of sales reps and their leaders.

I believe in the ability of people to learn everything if they really want to, as the natural philosopher Democritus, who said: „Most people become good from exercise rather than from their nature.“

After having worked with me you are feeling and living easiness and coolness in sales.

I am inspired by people and I love to inspire others.

In this regard, my attitude is:

If I do not take away an interesting aspect from a conversation, I did not listen closely enough.

Listening to people with an open mind and heart is one of the most important competencies in sales and leadership. That's not an end in itself, but a good way to gain the attention of my counterpart for the message I want to convey.

This capability is helpful for me in my various roles as trainer, saleswoman, mother and wife to achieve my goals with a high probability and in an elegant manner.

This is exactly what I aim to with the art of sales.