KRISTINA ZUMPOLLE

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PERSONAL SUMMARY

I am an experienced international coach, workshop leader and facilitator. I’m passionate about people and behaviour. That is why I love what I do. I am positive, creative and result driven. I’m a natural networker and connecting people is something I continuously do.

After leaving Sweden at the age of sixteen, I studied and worked in the United States, England and Germany. In 2003 I moved to Holland, where I now live with my husband and three children.

PERSONAL DATA

Date of birth: 21 May 1976

Nationality: Swedish

## LANGUAGES

## Swedish (Native speaker)

## English (Fluent)

## Dutch (Fluent)

## WORK HISTORY

Feb. ’09 – Present Zumflow Coaching, Laren, The Netherlands.

Founder

we work with organizations, teams and individuals with widely differing business and cultural contexts, at all levels to improve the quality of leadership and business performance.

Jan. ’07 - Dec.’08 LEADERS TRUST INTERNATIONAL, Zeist, The Netherlands.

Head hunter/Executive Search Consultant.

Focusing on the Financial and Real Estate Sectors.

Oct. ’04 – Nov. ‘06 CISCO SYSTEMS/CONVERGYS, Amsterdam, The Netherlands. (IT-company)

Inside Sales Account Manager. Covering 200 named accounts, and working closely with Cisco partners in the Swedish Market. Yearly sales quota of 2.6 MUSD. Mentor in the Inside Sales Team. Part of the “High Achievers Club” 2005.

Jan. ’03 - Feb. ‘04 CAYENNE COMMUNICATIONS B.V., Amsterdam, The Netherlands. (Advertising Agency)

Assistant Strategic Planner. Research and Analysis, to aid Account, Creative and New Business departments. Organize and facilitate workshops and focus groups. Previous to that I worked as an Account Executive for Canon. Project planning, and execution, writing competitive analyses for client.

Jan. ’01 - Jan. ‘03 GARTNER, Egham, UK. (IT/Market Research and Consultancy)

Account Manager for Sweden. Direct client responsibility for both retention of current contract revenue 3MUSD as well as growth 1MUSD. Client base consisted of major Swedish companies cross industry. Worked in teams with External and Global Account Executives prospecting and campaigning. Ran internal sales vendor best practise group. Contributing to Scandinavia being the most successful region in EMEA 2002. Part of “Winners Circle” 2001.

Feb.’ 99 - Aug. ‘00 BACCHUS, London, UK***.*** (PR agency).

Led PR-campaigns and initiated events for restaurants, hotels, membership bars/clubs and exhibitions. Solely responsible for all contact with the Scandinavian press.

June ’98 - Aug. ‘98 CONSULATE GENERAL OF SWEDEN, San Francisco, USA***.***

Costumer services and public relations. Translated documents.

March ’95 - Sep. ‘95 UNITED CHEMICAL SERVICE, Sweden & Norway.

Sold cleaning chemical door-to-door throughout Sweden and Norway. Learning how to work with key decision makers in all different types of organisations.

## EDUCATION

2011 Coaches Training Institute (CTI), CA, USA.

Leadership R1

2010 ORSC Fundamentals

2008 - 2009 Coaches Training Institute (CTI), The Netherlands/U.S.A

Certified Professional Co-Active Coach (CPCC)

1996 - 2000 EUROPEAN BUSINESS SCHOOOL (EBS), London, UK.

BA (Hons) International Business Studies. Major in Marketing. Including a semester at EBS Schloss Reichartshausen, Germany.

Spring 1996 EBS, London, UK– Matriculation course

1992 - 1994 Aragon High School, San Mateo, CA. USA. (A-levels)

SKILLS & ACHIEVEMENTS

Learnt Dutch in one year. First class grade in EBS London leadership course. Assisted as an instructor at an EBS London leadership course. Ice skating coach in Sweden. Clean driving licence. Was a member of Strategic Management Consultative Group, EBS London. Value selling course and leadership training at Gartner. Sales training at Cisco.

INTERESTS & HOBBIES

Skiing, tennis, ice skating, water skiing, painting, travelling.