



Franz Xaver Burner

I WOULD DESCRIBE MY BACKGROUND AS ...

very colourful and full of experiences: I have been active in the IT & Telecommunication field for more than 25 years.

During our summer school-holidays my parents – who managed sales subsidiaries for Schoeller Ice Cream in Styria and Vorarlberg – allowed me to go on tour with the sales reps, visit customers, advise and deliver goods. At the time I realised that I really enjoyed contact with people and sales.

During my own sales career I was repeatedly awarded 'best salesperson' and after becoming sales manager my staff regularly scored top ranks throughout Europe.

MAIN FOCUS

Executive Coaching | Strategic organisation and advancement of sales and distribution | Mentoring of executive board & sales Management

ACADEMICAL CAREER

Executive MBA, Danube University Krems
Qualified Process Consultant
NLP Master & Practitioner (DVNLP accredited)

METHODS

Consulting
Business Coaching
Training
Mentoring

OTHER THINGS YOU SHOULD KNOW ABOUT ME ARE ...

that I am very active and close to nature (mountains, lakes...).

that I have been training for Triathlon for several years and now – finally – am getting an understanding of the Australian crawl.

I ...

was born in Upper Austria and moved around Austria during my childhood. Therefore I discovered a tendency towards change and flexibility.

I live with my partner, a legal practitioner, in Linz and am satisfied to have found my vocation in consultancy.



I HAVE LEARNED A LOT ...

during my training at Berger Maschinengroßhandel, when during a job-rotation I very early gained insight into all major areas of a company (e.g. production, sales, procurement, support, controlling). as consultant for Apple Systems at CPC Computertechnik Wels: Sales, training, support.

at Alcatel Austria GmbH, Graz during reorganisation of the department for sales of IP Infrastructure.

self-employed as solopreneur: developing the first digital concepts for WKÖ, Bene, etc.

at UPC Austria GmbH: Market development/sales management B2B Sales & multinational business development.

WHOEVER WORKS WITH FX BURNER, IMMEDIATELY NOTICES THE CONGENIAL MIXTURE OF RELAXED SERENITY AND EXTREME EXPERTISE.

OTHERS SAY ABOUT ME...

that they appreciate communicating with me. that I purposefully and with commitment keep focussed on the matter at hand.

that I bring the right things into focus.