

Federico O. Petrozzi, Psy.D. Professional Coach (ICF)

Professional Profile



A creative, highly energetic and flexible manager with more than **30 years of experience in managing, training and coaching human resources at all levels**, in both the private and public sector.

Driven by strong values, I'm self disciplined and self motivated, able to work under pressure and to tight deadlines and to respond effectively to problems **by implementing solution focus solutions** to sometimes, complex people and business process issues.

Equipped with business acumen that extends well beyond the human resources area, I pay particular attention to others' values, needs and expectations whilst providing inspirational and transformational leadership.

Within industry, **I worked for about a decade as HR manager for International Companies**, operating at C level to meet both people's and business needs.

As a consultant, I worked for both the public and the private sector in several industries, **training and coaching thousands of top executives, managers, and employees** of some important local and global organizations.

With more than **3,300 hours of coaching experience**, I'm an **ICF Internationally accredited Professional Certified Coach** (working towards Master Certified Coach), **Senior Trainer** of the Advanced Master Classes of the Professional Coaching School of Marina Osnaghi® ACTP, **Senior Consultant** at Infoteam AG and **Senior Partner** at Sales Genetics Ltd & KG.

Fluent in **English, French and Italian** (mother tongue) I spent almost 1/3rd of my life living and working abroad (Americas, Europe, Egypt, Japan, Kenya, India, Malta, Qatar, Singapore, South Africa, UK, etc.), honing the capability to effectively manage complex relationships in multicultural and multilingual environments.

My mission

I help individuals and group/ teams inside organizations to **unleash their potentials**, gain **higher levels of awareness**, achieve **challenging goals** and learn a **leadership style based on coaching**. I use a personally developed approach (**Neuro Coaching**) that combines the latest neuroscientific with effective conversational models and structured processes.

My coaching experiences

I delivered corporate coaching, mostly at C level, within the following industries:

- **Electronic for defense:** (e.g. Finmeccanica, Selex Galileo)
- **Energy:** (e.g. Enel, Enel Green Power)
- **Telco:** (e.g. Rogers Communication, Telecom Italia, Vodafone, Wind)
- **Manufacturing** (e.g. KME, Lucchini, Testoni)
- **Various** (e.g. Carlson Wagonlit Travel, Europ Assistance)
- **Pharma**
- **NGO**

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Other experiences

On 1996, after a long permanence in the US, I have been the second to introduce the **Experiential Training** in Italy. Since then I trained more than **6.000 people among executives, manager and employees** through a truly innovative training approach, aimed to develop and rapidly implement:

- Client centered leadership capabilities
 - Teamwork and team building capabilities
 - Problem solving skills using the Solution Focus
 - Effective conversations with bosses, peers, direct reports at all functional levels
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Areas of Expertise

- **Corporate Coaching** (Executive, Business, Sales) for Individual/Team/Group
 - **Sales Transformation** for Large, Medium and Small Business (Senior partner @ Infoteam-Consulting AG & Sales Genetics)
 - **Innovative Training Design** (i.e. Leadership Empowerment with Corporate Social Responsibility, Senior Leaders Training, Generalship Development)
 - **Business Model Generation** (according to Osterwalder & Peigneur)
 - **Expert in Adult Learning Processes**, researcher in socio-cognitive neurosciences and quantic physics
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Education and Training

- University Degree in Clinic Psychology
 - Post graduate Master in Relational-Systemic Psychology and Family Psychotherapy
 - Certified Psychologist and Psychotherapist
 - Various trainings in HR management, communication, coaching, etc.
 - Infoteam Consulting AG certified sales development consultant (B2B)
 - Accredited to use any personality inventories (class A,B,C)
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Professional Membership

- Italian Psychologists Association
- Italian Psychotherapists Association
- International Coach Federation
- International Association of Coaches
- Post Doctorate Member of SINS (Italian Society of Neurosciences)
- Post Doctorate Member of FENS (European Federation of Neuroscience Societies)