

STEFANIE VOSS

Leadership & Team Coach | Speaker | Author
Circumnavigator | Business Pirate



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**** business mind meets pirate soul ****



PROFILE

Stefanie Voss was recently introduced as "Ms. Blackbeard - the business woman with the pirate soul", a nickname that suits her well. She went to the USA as an exchange student at the age of 16, moved to Argentina for her employer when she was 23 and became crew on a sailing yacht at age 25 to circumnavigate the globe. Her curiosity and desire to explore the world made her a cosmopolitan early on.

At the age of 31, she became department head in a DAX company with extensive budget and personnel responsibilities. After 15 years in her very successful corporate career, she changed course in 2009 and founded her own company.

She is an open-minded and audacious personality who consistently makes unusual decisions far from "what one should do". Her extraordinary sailing experience, her pragmatism, but also her international business expertise through her management and leadership positions in Europe, the USA and Latin America make her an inspiring and popular keynote speaker.

Her unconventional speeches on the topics of leadership, pirate strategy, VUCA, diversity and agility are radically honest, entertaining and action-oriented all at the same time. Stefanie Voss' team and leadership development programs and her very goal-oriented business coaching work inspire participants from a wide range of professional backgrounds. She works for large corporations, SMEs, freelancers and the social and public sector.

In March 2023, she published her first book on pirates as role models for audacity ("Die Piratenstrategie - Leben ohne Wenn und Aber", Campus Verlag, available in German only).

She was born in 1974, is married, has two children and lives near Düsseldorf in Germany.



COMPETENCIES

CAREER

- General business studies with a focus on marketing
- 15 years in an international leadership career in the Bayer Group
- Positions in sales, product management, key account management, project management and department head in corporate communications
- Self-employed since 2009 as a successful and internationally booked speaker, business coach and workshop facilitator
- High affinity for communication and leadership topics, especially in international and intercultural settings

SPEAKING - COACHING - WORKSHOPS

- > 150 keynote speeches in German and English on leadership, VUCA, agility, diversity, pirate strategy and other topics
- > 20 years of concept design and facilitation of workshops, communications trainings and team and leadership development programs for groups of 3 to 300 people
- > 10 years of business coaching for individuals and teams on career, communications and leadership topics
- broad range of international customers: life science, automotive, banking, engineering, chemicals, energy, FMCG, IT, consulting, public and social sector

INTERNATIONAL FOCUS

- has lived and worked in Europe, the U.S. and Latin America
- is regularly booked for keynotes, workshops and coachings in Germany and throughout Europe
- mother tongue German, native-level English, very good conversational knowledge of French and Spanish



PERSONALITY

STEFANIE VOSS is ...

- an authentic and emphatic personality who quickly connects with all different kinds of people.
- curious and always open to new ideas.
- refreshingly unconventional and audacious.
- well-received and recognized by female and male audiences.
- to-the-point, direct and clear in thinking and acting.
- very customer-oriented, always pragmatic and a true business professional.
- as a circumnavigator a person with a real team spirit.
- experienced internationally and fully comfortable in any intercultural context.



OFFERINGS

KEYNOTES

- PIRATE STRATEGY: What we can learn from buccaneers
- IT'S A VUCA WORLD: This is how leadership succeeds in insecure times
- LEADER on my SHIP: Success strategies of a circumnavigator
- THE AGILE MINDSET: What makes us strong today and in the future
- NAVIGATING YOUR FUTURE: Success strategies for women in business
- CLEAR WORDS - STRONG TEAMS: Straight talk makes teams successful
- LIVING DIVERSITY: Get out of your comfort zone and into diversity

WORKSHOPS

- Leadership development programs on agility, VUCA, feedback, diversity and self-coaching techniques
- Team development and team building, especially in international and intercultural teams
- Extensive facilitation experience with interactive moderation tools, and also highly skilled in large group formats

BUSINESS COACHING & MENTORING

- Individual and team coaching for private and business clients
- Coaching topics are leadership, career planning, communication and personal development
- Mentoring topics are starting and growing a solopreneur business, marketing, positioning and creating keynote presentations.



BOOK (IN GERMAN ONLY)

DIE PIRATENSTRATEGIE Leben ohne Wenn und Aber

THE PIRATE STRATEGY Life without ifs and buts

CAMPUS Verlag
published in March 2023
paperback, e-book and audiobook

You long for liveliness, self-determination and a touch of adventure? Then let yourself be inspired by pirates. This book shows you how to give your life more goosebumps moments and do your own thing more audaciously - with lots of practical exercises.



REVIEWS

"The book offers real food for thought for your own life! It is not only worth reading for people who are somehow unhappy. Even those who are basically happy will find many small suggestions on how he or she can bring more ease and fun into everyday life. Here's to all of us daring a little more!"

**Stefanie Uhrig, Gehirn & Geist /
Spektrum der Wissenschaft**

"The book is a step-by-step guide to thinking and acting more boldly along the lines of "pirate up your life" - to reach your own goals."

Rheinische Post

"The book is well structured and full of inspiration - Ahoy!"

Sonntags-Express

"An inspiring, beautifully written and motivating book that should reach many readers. Because with its many impulses and advice, it not only helps to adopt a positive basic attitude to life, but also to dare to swim against the tide. And to move from a "yes, but" to a "why not" in your professional life."

Stephan Lamprecht, Management-Journal

TESTIMONIALS

"The pirate strategy speech by Stefanie Voss really appealed to me, and I particularly liked the topic "audacity". The step-by-step guidelines are easy to remember, and her images and stories were clear, to the point and perfectly woven together. Ms. Voss also impressed me with her lively storytelling and the many business examples. The pirate strategy keynote really encourages a different way of thinking!"

Urs Wehrle - CEO Küng Sauna & Spa AG, Altendorf, Switzerland

"Dear Stefanie, thank you again for the very inspiring presentation at our management conference. There was a great response to your lecture. We will take your three guiding principles and the killer questions (Who is right? Who is to blame? Who started it?) into the training of our new employees. We wish you all the best and would be happy to recommend you."

Claudia Seher - HR Director & Mario Richertzhagen - Talent Acquisition & Development Manager, Nespresso Deutschland GmbH

"Dear Stefanie, it was once again eye-opening to work with you in this project. Whether training, coaching or workshop facilitation - I am a big fan of your refreshing and professional way of doing things!"

*Andrea Knebel-Kyriakidis
Head of Internal & Change Communications, Covestro*

"Stefanie Voss is a truly refreshing, yet fully professional speaker and trainer. And she manages to pass her skills on in a very convincing way. She developed a concept for our event that exactly met our requirements. The participants were as enthusiastic as I was as the person responsible. Thanks a lot for this!"

Dr. Diethelm Meißner

Study director, preacher seminar of the Evangelical Church Hofgeismar

"Stefanie Voss has worked for us as a workshop facilitator, communications consultant and coach. I very much appreciate her excellent communications skills, her ability to activate and motivate people in workshops and her straightforward way of getting right to the point. She is a knowledgeable and inspiring person to work with!"

Nobue B. v. Wurzbach - Head of Corporate Organizational Development & Diversity, GEA Group AG

"Our management workshop was characterized by a very committed, concentrated and constructive atmosphere from start to finish. The very interactive, smooth and successful workshop design and moderation by Stefanie Voss was just perfect for us!"

Christian FÜRST

Head of Legal & Human Resources, Erdgas Münster GmbH



TESTIMONIALS

"In the middle of a change project, Ms. Voss hit the nerve of the team in exactly the right place. The topic of change has become even more tangible for our executives through her presentation. She explains the whining phenomenon, but also encourages to constructively look ahead. The clear statements, the gripping story and the haunting words of Stefanie Voss worked, and our conclusion was simply: This is a great keynote on change! "

Peter Flierl - Head of Energy Division, BayWa AG

"Stefanie Voss keynote SAILING to SUCCESS hit it! She presented - in an exciting and very vivid way - exactly the points that currently affect our business. It was a great inspiration for my team and me to get to know Stefanie and her story. The start of our kick-off conference was a complete success!"

Susanne Rumbler - managing director,
Beauté Prestige International GmbH

"Compliments to Ms. Voss for her equally refreshing and technically convincing presentation. Particularly noteworthy for me as the organizer: In the days following our management forum, executives from various professional groups repeatedly referred to Ms. Voss's striking statements and quoted them in their own lectures."

Bruno G. Wirnitzer

Head of Personnel Development, Augsburg
Clinic

"What I really like about Stefanie Voss' online business coaching program can be summed up in two words: It works! This is how virtual coaching really takes me further!"

Jürgen Evers - Qualification Expert, Bayer MaterialScience

„Dear Stefanie, your workshop on “my Vision - my Career - my Life” is a must for every woman keen on personal development. Thank you! The very moment you are back at Mannheim Business School I will sign up again for another round of creative self-reflection.“

Nadja Scherer - Managing Director, Pankaboard Deutschland GmbH



CLIENT & MEDIA LIST

CLIENT LIST

Allianz
AOK
AXA
Audi
BASF
Bayer
Bosch
CSL Behring
Daimler
Deutsche Bank
Deutsches Kinderhilfswerk
DEVK
Diakonie
Exxon
GEA
Heel
Mannheim Business School
Merck
MichaelPage
Nespresso
REWE
Roche
Sparkassen
Targobank
Thyssenkrupp
Volkswagen
.. and many others ...



IN THE MEDIA

Barbara
Berliner Morgenpost
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Donaukurier
Erfolg-Magazin
Express
Für Sie
Gehirn & Geist
Network-Karriere
Rheinische Post
Westdeutsche Allgemeine Zeitung
Wissen & Karriere

SWR Radio: regular interviews on career and communications topics

Podcasts: Interview guest in about 10 different podcasts per year on career, leadership- and communications topics

... and many others ...



CONTACT



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*"I cannot direct the wind,
but I can always adjust my sails."*

