



Teresa Ramos Martin

Overview of Coaching

Teresa's coaching has its roots in humanistic and positive psychology where she focuses on clients' strengths. Her coaching tools come from both her formal training and her vast professional experience as industry leader (digital transformation, project management, high technology, business management, change management and creativity and innovation techniques). She deploys a very structured approach and analytic mind to search for pragmatic solutions. She combines an empathetic style with high energy presence and outstanding listening skills.

Background and Experience

Teresa has more than 23 years of experience working worldwide in diverse technology, innovation, and project management roles in global companies like British Telecom, O2, Vodafone, the Siemens group and Telefónica, where she successfully led digital transformation projects globally. She currently combines her role as Director of Technology and Innovation at IE, with her work as Digital Transformation Consultant and Executive Coach, helping senior leaders successfully navigate the process of digital transformation and become the Agile leaders required for the new digital world. She provides executive coaching, transition coaching, and leadership consultations to harness the power of technology to successfully undertake digital transformation processes. Teresa is a Spanish national who has lived in Germany and the UK for over 20 years. She speaks fluent Spanish, English and German. She feels as much at home in the German and British cultures as in her native Spanish one.

Sample Businesses, Engagements

Telecommunications
Pharmaceuticals
Professional Services
Healthcare Services

Areas of Specialization

Career Planning
Emotional Intelligence
Innovation
Team Coaching/Development

Education & Training

Stanford University Innovation Fellows Champion
Degree: Music
Degree: Universidad Salamanca, Spain,
Theoretical Physics
Masters: King's College, London,
Telecommunications Engineering
Executive MBA, Instituto de Empresa, Madrid,
Spain

Qualifications

Certification: Business Coach - Meyler Campbell
Coaching Programme,
Awards: Top Five Technical Writers and Top Five
Technical Presenters by IEE
Co-inventor: Patent for materials for
semiconductor packaging