



# Zena-Gabrielle Hailu

FACILITATOR, COACH, TRAINER AND CONSULTANT

## Executive Summary

I am a certified facilitator, coach, trainer, and consultant dedicated to helping people working in international / intercultural contexts excel at what they do. I have over ten years' experience facilitating change processes in the international context.

## Areas of Expertise

**Coaching:** Leadership coaching, conflict and negotiation coaching, public speaking coaching - virtual and / or face-to-face

**Facilitating:** Multistakeholder, intercultural and multicultural settings

**Training:** Public speaking, negotiation, de-escalation and conflict, facilitation, communication

**Conceptualizing and Writing:** Articles, course materials

**Consulting:** Change management

## Work Experience - Selection

### FACILITATOR, COACH, TRAINER AND CONSULTANT

REALIZE Communication

2014-present

- Pre-prep, implementation and post-prep of facilitated events with a focus on intercultural / multilingual settings and gender rights
- Tailored concept development for virtual / face-to-face trainings
- Virtual and face-to-face coaching for leaders working in the international context
- Course material development

### FACILITATOR, TEACHER, TRAINER AND LANGUAGE COACH

REALIZE Communication

2008-2013

- Facilitated intercultural workshops for various German federal states
- Ran intercultural communication trainings
- Provided language and intercultural coaching to managers assigned to international posts
- Ran business English and business French courses for the managerial staff of various organizations

## Personal Skills and Competencies

### Languages

- English
- French
- German
- Basic knowledge of Spanish and Amharic.

### Technical Skills

- Zoom
- Skype
- Wordpress
- Office 365, MS-Teams
- STORMZ

## International Experience

- USA
- Germany
- Ethiopia
- Kenya
- Nigeria
- Tunisia
- Sarajevo
- Morocco
- The Caucasus
- Australia
- France
- Spain
- Italy
- Canada



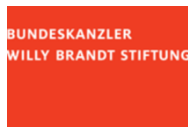
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## Clients - Selection



Bundesministerium für wirtschaftliche Zusammenarbeit und Entwicklung



EIDAM & PARTNER.  
DIE AUSLANDS-EXPERTEN.



x = independently organized TED event

## Training and Education - Selection

### TECHNOLOGY OF PARTICIPATION® – CERTIFIED TOP® FACILITATOR

Institut zur Förderung von Partizipation und Demokratie (ipd) / Institut für Jugendarbeit Gauting

### CERTIFIED FACILITATOR

European University of Applied Sciences

### CERTIFIED TRAINER

Train the Trainer Certification, Anne Gombert / neues lernen

### CERTIFIED CONFLICT COACH

Herbert W. Warmbier / neues lernen

### CERTIFIED BUSINESS COACH

ExpertRating Global Certifications

### CERTIFIED CBT PRACTITIONER / CERTIFIED LIFE COACH

The Academy of Modern Applied Psychology / ExpertRating Global Certifications

### BACHELORS OF SCIENCE IN LINGUISTICS WITH A FOCUS ON PSYCHOLOGY

Georgetown University

## Professional Associations



INTERNATIONAL ASSOCIATION OF FACILITATORS (IAF)  
Global Correspondent Europe / MENA Region



ASSOCIATION FOR COACHING (AC)  
Associate Member



INTERNATIONAL ASSOCIATION FOR CONFLICT MANAGEMENT (IACM)  
Member