PETER IVANOV
Virtual Power Teams

Keynote Speaker & Executive Coach

PASSION
STRENGTH
PERFORMANCE
# Table of Content

1. Virtual Culture  
2. Profile  
3. Speaker  
4. Coach  
5. Virtual Power Teams  
6. The 10 Big Rocks  
7. Benefits  
8. Charity  
9. Press  
10. Contact
VIRTUAL POWER TEAMS

If you can instill effective Virtual Culture into your business today - you will be interconnected and best placed globally for developing your Virtual future.

WWW.PETER-IVANOV.COM
Profile

PETER IVANOV

Keynote Speaker & Executive Coach

- Born in Gabrovo in Bulgaria 1970
- Keynote Speaker and Executive Coach.
- Senior Manager with 20 years international experience
- Has Led Virtual Teams in Europe, Asia and Africa.
- Master of Science in Mathematics
- Bulgarian Senior Champion in Javelin & Discus
- Charity – Supporter of Young Talent
- Lives with his 5 daughters and wife in Hamburg, Germany.
- Speaks 5 languages – English, German, Bulgarian, Russian, Hungarian

www.peter-ivanov.com
**Profile**

**Master of Mathematics**
- In love with Mathematics
- Numerous Mathematical Olympics & research thesis on the centre of Gravity
- Diploma thesis “Controlling a Satellite gyrost at with minimum energy”

**Senior Manager**
- Instrumental in establishing IT Shared Services for British American Tobacco
- Led large Virtual Teams and delivered outstanding business results
- Won a number of corporate awards

**Diversity**
- Passionate advocate of Diversity in the business world
- Multiple Bulgarian senior champion in javelin and discus throw.
- Speaks 5 languages and loves meeting new people and exploring new cultures

[www.peter-ivanov.com](http://www.peter-ivanov.com)
SPEAKER

If you book Peter as a Keynote Speaker you will be amazed by the strength of character that enables him to achieve such remarkable results as Manager, Athlete and Father of 5 girls.

Peter brings a genuine passion for People and Teamwork – inspiring cohesive unity with both the Audiences he speaks to – and the Virtual Teams he leads.

As a Keynote Speaker Peter speaks at in-house corporate business meetings as well as to wider public audiences at conferences, congresses and fairs. Being a Virtual Team expert he provides numerous insights for Managers on how to retain the gravity in a Virtual Team and unleash the Team’s power.

Peter’s keynote speech “Virtual Power Teams” can be tailored in time – length and content to the needs of a particular audience and to address specific leadership challenges in their Virtual Context. The Speech contains all the lessons that helped the Virtual teams led by Peter – to win a number of corporate awards.

The “Virtual Power Teams” speech offers you the right way to start – To harness the Power of your Virtual Team.
Peter is a true leader, a person whom you can rely on. People follow him based on his authority and trustful relationships that he builds with his Team.

Peter’s approach for virtual teamwork is sound and handy at the same time. I had the chance to incorporate his ideas into my international communications team and into my international partnership network for public relations. I’m grateful he shared his experience and ideas so we could easily optimize our work and output.

ITCE Customers are primarily international companies with large Virtual Teams. Peter’s keynote Virtual Power Teams helped the ITCE Consultants to tune into Virtual Teams problematic and gave them lots of ideas how to approach and act upon it. As a Speaker Peter brings a wealth of virtual experience, fascinating stories and sparks Inspiration about the human power of the Virtual Teams.
As an Executive Coach – Peter Ivanov offers Face to Face or Virtual/Video Conference Coaching to Managers of International Virtual Teams: To suit Project Managers of large multinational Projects as well as Managers of Departments spread across multiple countries.

Peter offers a 1 hour preliminary conversation – free of charge – ‘a getting to know each other’ dialogue – to clarify an agreement in regard to a specific Coaching Program.

Once all is in agreed: There are three Coaching options:

A. INDIVIDUAL HOURLY SESSIONS

- aimed at overcoming particular Leadership issues: turning problems into goals and mobilizing resources for action and success.

Coaching Option B and C on the next page
aimed at laying the foundations for a Virtual Power Team. Here the respective Manager is lead through various exercises aiming to:

- Set the Virtual Team’s Goals;
- Establish the Strengths of the Individual members
- Plan the workshop to lay the premise for productive relationships between Team members
- Formulate the optimal Communication structure: Forums and Knowledge Management to retain gravity in the Virtual Team over the years
- Define the optimal Culture exploring aspects of Dialogue, Sharing, Recognition and Winning.

The 2 days Executive coaching essentially fine-tunes the 10 Big Rocks to the specific needs of the respective Manager and his/her Virtual Team.

On request Peter offers Team coaching and ongoing support to the Manager whilst implementing the agreed plans. This is to ensure the transfer of the Virtual Power Team’s theories into practice and adapt the 10 Big Rocks to meet the specific needs of the customer’s organization.
"I had three sessions with Peter so far, discussing three different topics. I was quite surprised how far you can get using the simple techniques he suggested. Peter took his time, listened carefully and asked the right questions. Thanks for helping me to move on”

I was glad to get the opportunity to work with Peter as coach on various occasions. He is my trustful guidance and companion whenever complexity seems to be overwhelming and international or multicultural issues need a quick and reliable success.

Peter’s technique helped me draft the path I needed to manage a transition in my life. Through his coaching, I was also able to gain a personal insight of my strengths at work and have applied them to market myself during my job search’
It is rare for a manager nowadays not to have to lead or be part of a virtual team.

Some good “traditional” managers struggle to unite a dispersed team.

On the other hand there are managers who simply pick the Best talent, create a strong Virtual bond and deliver phenomenal results!

A Virtual Team is like an Atom where you have the Nucleus and various particles flying around.

In a Virtual Team the aim is to retain the gravity despite the distance:

The gravity between the individual members – the particles – and the Nucleus – the Team purpose and goals.

Effective Magnetic cohesion between Team members leading to unique sense of Team Unity

Interdependence – team members have interdependent goals and their success relies on both their individual strengths and peer collaboration

Shine as Individual & Win as a Team!
The 10 Big Rocks

Proven in Practice Method

During his 20 years of international Managerial experience – Peter has developed a highly effective method – The 10 Big Rocks.

These are proven in practice Success Factors for leading a Virtual Team, retaining gravity and unleashing the Team’s power.

The model is based on crystallised lessons and can be applied in large Global Projects as well as in ‘business as usual’ context.

Outcomes of the 10 Big Rocks

If the 10 Big Rocks are implemented correctly they manifest the following positive outcomes:

- Empowered People united around a common Goal
- Strength of Team members identified & nurtured
- Robust Communication Structure – catering for formal and informal communications
- Culture of Support, Recognition and Winning
- Legacy: Developing the next generation of Leaders

Characteristics of a Virtual Power Team

- Empowerment & Recognition
- Unity & Development
- Joy & Winning

Immense Opportunities

Virtual Teams offer immense opportunities for those with “knowledge” to make them successful.

The Keynote speech – Virtual Power Teams – reveals the wisdom that helped the Virtual teams led by Peter – to win a number of corporate awards.

www.peter-ivanov.com
Petr is a true leader, a person whom you can rely on. People follow him based on his authority and trustful relationships that he builds with his Team.

JOSEPH YAMINE, IT MANAGER - NORTH AFRICA, BRITISH AMERICAN TOBACCO

"I have worked couple years reporting to Peter, part of a virtual team. Peter lead us to put an Agenda of Objectives and Actions together, and he was relying heavily on Transparency to ensure we understand the big picture, the related roadmap and the impact of each individual on the status of the team. He explored the skill set of the individuals on the team, and supported us into selecting specialties to flourish, enjoy what we do, succeed to shine and develop our careers."

Peter is a remarkable man with strong leadership & management skills. He is very balanced (an impressive drive for results, yet a good family man and still always seems to have time for everyone), disciplined (instils a culture of personal effectiveness) and communicates in an effective and assured manner. These along with his wealth of experience stand him in good stead in any field.

OLAKUNLE OGEDENGBE, IT SERVICES MANAGER – EASTERN EUROPE MIDDLE EAST AND AFRICA, BRITISH AMERICAN TOBACCO

PETR VASILIEV, IT MANAGER
Virtual Power Teams deliver Top Performance in 3 dimensions:

- Top Speed Delivery
- Excellent Quality
- Going Beyond the Promise

It’s all about picking the best people and ensuring a strong unified Team Gravity – enabled by a culture of mutual support, recognition and winning.
BENEFITS

FIT FOR THE VIRTUAL FUTURE

Virtual working penetrates business and many other areas of life.

If you can instill effective Virtual Culture into your business today – you will be interconnected and best placed globally for developing your Virtual future.

Virtual Power Teams are about ensuring you get the best Value from your Virtual Teams – by harnessing the power of the Individual, unleashing the power of the Team and delivering outstanding business results.

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Three groups benefit from the Virtual Power Teams - the Team members, the Manager of the Team and the entire Organisation.

**WHAT ARE THE BENEFITS FOR THE ENTIRE ORGANIZATION?**

- Global presence and Access to Global know-how and Resource
- Organizational flexibility – scaling up and down, and drawing upon existing capability
- Outstanding business results – if a number of Virtual Teams are delivering Top performances, this ensures outstanding results for the entire organization

**WHAT ARE THE BENEFITS FOR THE TEAM MEMBERS?**

- exciting international projects without having to leave their location
- They save time from travelling and have flexibility in designing their work schedule
- Increased number of opportunities for their development, possibilities for better pay and progress in their careers

**HOW DOES THE MANAGER BENEFIT?**

- The Manager can work with the best resources in the world wherever they are located
- To lead a virtual team is a unique responsibility. It is up to the Manager to instill an effective Virtual culture in order to bridge emotional and physical distance.
- Virtual Team Leadership is Top notch People Leadership and elicits respective Prestige
CHARITY

A former Bulgarian senior Javelin champion himself - Peter Ivanov sponsored the current Bulgarian champion’s preparation for The London Olympics 2012.

Kolio Neshev, Bulgarian Javelin Champion and Record holder

“Peter has reached out his hand in a difficult but important time for me. After competing in Beijing Olympics 2008 with Peter’s help I was able to follow my dream and aim for the second Olympic games in London 2012. This was a gentlemen gesture aiming to continue the famous Bulgarian history in athletics”

Hristo Markov, Olympic Champion Seoul 1996, Triple Jump

“Peter’s help was key in helping Kolio Neshev’s preparation for London Olympics 2012. The funding from clubs, the athletic federation and the state was absolutely insufficient. What Peter did can be done only by someone who loves the Athletics and Bulgaria”.

Peter is in discussion with Bulgarian schools aiming to support young Talents in Mathematics.

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Check out the latest interviews on:
http://www.peter-ivanov.com/category/interviews/
Please contact us:
Peter Ivanov - Virtual Power Teams
Glockengießerwall 26
20095 Hamburg
Germany

WEBSITE: www.peter-ivanov.com
EMAIL: info@peter-ivanov.com
PHONE: +49 40 84707453
Thank you

Many thanks for your interest. We will gladly send you information about Peter Ivanov.

www.peter-ivanov.com