

## PROFILE

### DR. MARTINA E. VAN DE SAND

#### EDUCATION

- Master Program Beratung in der Arbeitswelt: Coaching, Supervision und Organisationsberatung (Consultancy in the Labor World: Coaching, Supervision and Management Consultation), University of Applied Sciences, Frankfurt
- Further Training Mediation, University of Applied Sciences, Frankfurt
- Certified Junior Manager, Deutsche Management Gesellschaft e.V.
- Diploma in Agrobiology and Doctorate in Soil Chemistry (Dr. sc. agr.), University of Hohenheim, Stuttgart

#### PROFESSIONAL EXPERIENCE

- 20 years in leading positions in Research Management focusing on
  - Internationalization**  
Executive Manager, Center for Agriculture in the Tropics and Subtropics  
Head International Relations Office, University of Hohenheim
  - Early Career Researchers**  
Executive Manager of Otto Stern School (now GRADE), Goethe-University Frankfurt  
Head of Dahlem Research School, Free University of Berlin
- 3 years as a consultant for academic institutions focusing on
  - International Development Cooperation
  - Career Development in Academia
  - Acquisition of Projects and External Funding

#### EXPERIENCE

- Personell, project und budget management (max. 25 employees and 10 Mio. € p.a.)
- Strategic, organizational and HR development, change management
- Idea generation and conception of funding proposals for (Pilot) projects; total 7 Mio. €
- Career coaching
- Coaching and supervising funding proposals and evaluation processes

## CONSULTING FOR

- Individuals
- Teams
- Organizations in Academia in German and English Language

## IN THE FORMATS

- Individual Coaching
- Seminars, Trainings and Workshops
- Process Consultation, Team and Organisational Development

## FOCUSING ON

- Human Resources and Career
- Leadership and Management
- Projects and External Funding
- Internationalization
- Evaluation and Accreditation
- Strategy and Development