

Curriculum Vitae



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Born 22nd Oct.1965 in Schaessburg, Romania
Married, three children
German nationality

Professional accomplishments

06.2017 – to date	Independent Consultant Change, Leadership, Customer Relationship
10.2017—08.2018	Nutrition Supplies Ltd., Ireland <u>Business Development Director</u> <ul style="list-style-type: none">• Building international customer base
04.2010– 05.2017 07.2014 –05.2017	Royal DSM, Kaiseraugst/Switzerland <u>Sales Director</u> Northern Europe <ul style="list-style-type: none">• Strong organic growth in Pharma, Dietary supplements, Infant nutrition, Food & Beverage• Sales strategy and people development (13 staff)
06.2013 – 05.2014	<u>Project Director</u> Service Excellence – Development of Customer centric KPIs, Customer surveys
04.2010 – 05.2013	<u>Global Relationship Lead</u> for Nestlé Group <ul style="list-style-type: none">• Customer strategy development• Functional lead of a global team (matrix)
06.2006 – 03.2010	BRENTAG Holding, Mülheim/Germany <u>Business Unit Manager</u> Pharma Europe <ul style="list-style-type: none">• Development of Pharma strategy Europe• Functional lead of 45 sales staff across Europe• Strategic supplier relationship building• Active member in Pharma excipient association
04.2003 – 05.2006	Royal DSM, Linz/Austria <u>Business Manager</u> Intermediates <ul style="list-style-type: none">• Portfolio management• Functional lead (11 staff)• Lead of a pricing project (BCG) and a restructuring project (McKinsey)
11.1991 – 03.2003 11.2000 – 03.2003	WACKER-CHEMIE <u>Project Manager</u> CRM, Munich/Germany <ul style="list-style-type: none">• Implementation of SAP Internet Sales module• Development of customer extranet
10.1997– 10.2000	<u>Marketing & Sales Manager</u> , Burghausen/Germany <ul style="list-style-type: none">• Innovation projects involving pigments for security printing, coating, personal care
11.1995– 09.1997	<u>Regional Sales Director</u> Silicones, Tokyo/Japan <ul style="list-style-type: none">• 14 staff in Japan (Taiwan, China, Korea)• Sales to Pharma, Coatings, Electronics
05.1993– 10.1995 11.1991– 04.1993	<u>Product Manager</u> Sealants, Germany & Singapore <u>Trainee</u> (Marketing & Sales), Germany & France
10.1989 – 10.1991	German air force, Munich/Germany <u>Corporal</u> in air force recruitment centre

Education

09.1986-07.1987	<u>International Marketing</u> at University of Ulster, Belfast, N. Ireland
10.1984-09.1989	<u>Business Administration</u> (Dipl.Betriebswirt FH) Fachhochschule Augsburg, Germany
09.1982-07.1984	High school in Bad Toelz, Germany
02.1977-07.1982	College in Geretsried, Germany
09.1972-02.1977	Elementary school in Schaessburg, Romania

Trainings and qualifications

2017-09-11	Systemic Management Consultant and Trainer Trained by IHK Germany and INCITE Austria
2011 - 2016	Change facilitator. Trained by McLane Group Ltd. Performed >10 Vision workshops in Switzerland, South Africa, France and 4 Leadership Model courses in Switzerland within DSM Nutrition Group
2014 - 2016	Designed sales training modules in collaboration with Gustav Kaeser Training International GmbH
2010 - 2015	Received Trainings in Advanced Negotiation, Value Selling, Sales Excellence by Gustav Kaeser GmbH
03.2005 – 03.2005	Attended Strategic Management Course CEIBS, Shanghai China
01.1999 – 02.1999	Attended Young Managers Programme INSEAD (Finance, Marketing), Fontainebleau, France
09.1988 – 05.1989	REWE LEIBBRAND and JACOBS SUCHARD, Germany
02.1987 – 06.1987	Thesis: "Sales Controlling and Packaging Logistics" FISHER BODY (General Motors) – practical experience in Controlling, Quality management, Belfast Northern Ireland
09.1985 – 01.1986	LINDE AG – practical work experience in Controlling, Pullach Germany

Language skills

German	native language
English	business fluent
French	fluent
Romanian	fluent
Spanish	good
Italian	good
Japanese	basic