

Curriculum Vitae



Marcus Christopher Schulz

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marcus_schulz@msn.com
April 5, 1967 in Innsbruck, Austria
married, no children
German

References:

Florian Gietl CEO MSH (D)
Christoph Dietrich CPO MSB (AT)
Gerald Reitmayr COO techbold (AT)
Jo Kaiser CEO Fritz Hansen (DK)
Horst Nikolaus MD JURA (D)
Claudio Ammann CEO Hammer AG (ex. SONY) (CH)
Jens-Christoph Bidlingmaier GM Northern Europe Whirlpool (D)

Relevant Experience

Since 11/2017

Partner of the **DELTACON Corporation Berlin** and **Managing Director & Owner** of the **DELTACON Executive Search & Recruiting GmbH Vienna**

Specialized in Direct Search for the Consumer Electronics & furniture industry in the DACH area

05/2013-10/2017

Country Manager & Managing Director of **VITRA Austria**

Responsibility for turnover, costs, ebit, people, sales & go to market strategy

Member of the DACH leading Team

Interface to the HQ in Basel

Rebuilt the complete Country Organization

Doubled the annual turnover on a stabile basis

Achieved the highest turnover in one project in the global Company History

Setting up a Flagship Store in Vienna & initiating the online store Austria

08/2010 – 04/2013

General Manager Sales Consumer for **SONY Europe Ltd.**, Board Member of Sony CHAT (Switzerland and Austria), Authorized Officer (Prokura)

Responsibility for turnover CE and IT, people, strategy 150 mio € turnover

08/2006 – 07/2010

Grundig Intermedia Vienna

08/2006 – 03/2007

Sales representative with training and key account duties

04/2007 – 6/2007

Sales Director Austria

07/2007 – 07/2010

Managing Director Austria

Coordination of price and product on country level

Taking all strategic decisions in Austria

Responsibility about turnover, margin and costs

Personal leadership

Product calculation for all channels

Stock management

Developing of a two brand sales strategy for CE products

Acquisition of new customers and cultivating of existing contacts on managing director level

Negotiations with possible distribution partners

Direct coaching of all top dealers on managing director level

Annual revenue agreement for sales conditions and marketing agreements

Sale of the complete product portfolio, country-wide, on key account level

Product training on the point of sale

Personnel responsibility for mail order, Haas, Metro Group, wholesalers and project customers like Siemens, HOGAST...

Decision-maker about marketing tools, fairs and promotion activities

Setting up the after sales services in Austria

Contact to all kinds of media and representation of the brand

Representing the brand in the "Bundesfachverband" of CE Industries

02/2005 – 07/2006

Sales & deputy manager Media Markt Dornbirn in charge of 75 employees
Verification and examination of the cooperate identity in area of products and presentation

Planning and product selection for the advertising presence

Responsibility for buying and selling for the shop

Budgeting for each division of the shop

Annual appraisals with all trade partners

Trade control and storage logistic for the shop

Planning and execution of a complete reconstruction with ongoing sales

Central negotiations on the occasion of the remodeling Visiting international fair trades

08/2003 – 01/2005

Thomson multimedia, Sales Germany & Austria GmbH

Area Sales Manager for Vorarlberg, Tirol, Salzburg, and Upper Austria

Division sales force

Active sale to customers

Support of the specialized trade

Acquisition of new customers and cultivating of existing contacts

Clarification of customer issues

Arrangement and fine tuning of sales promotion activities

Customer care during trade fairs

Annual revenue agreement for sales conditions Coaching of trade partners

1 month trainee program in the headquarter for distribution-client service-administration

04/1990 – 07/2003

Grundig Vertriebs GmbH

05/95 – 07/03

Area Sales Manager for Tirol and Salzburg

Active sale to customers & support of the specialized trade

Acquisition of new customers and cultivating of existing contacts

Clarification of customer issues

Arrangement and fine tuning of sales promotion activities

Customer care during trade fairs

Annual revenue agreement for sales conditions

05/93 – 04/95

National Product Trainer

coaching of specialized trade and key account manager

Organization & execution of sales training units in seminar hotels with up to 70 training participants

04/90 – 04/93

Area Sales Manager for Tirol and Salzburg

07/1989 – 03/1990

Rank Xerox Austria Ges.m.b.H.

Junior representative in the local branch, Innsbruck

Acquisition of new customers

Support service and consultancy of existent customers

Presentation and demonstration of the complete product range of RX

Handling/processing of complaints

Gopher for all administrative activities

10/1988 – 07/1989

AdamRiese Handelsges.m.b.H. & Co KG

Department manager HiFi

In charge of 18 employees, merchandise planning, presentation, and proper product placement

11/1987 – 09/1988

Hartlauer Handelsges.m.b.H.

Department manager HiFi and Video

Substitutional branch manager including in charge of 20 employees

Education

1982 – 1987

technical high school for electronics and communications engineering "Höhere technische Bundeslehranstalt für elektrische Nachrichtentechnik und Elektronik", Innsbruck, Austria with British A-level (general qualification for university entrance) in September, 1987

1981 – 1982

polytechnic institute, Axams

1977 - 1981

humanistic grammar school Angerzellgasse, Innsbruck

1973 – 1977

elementary school, Lans

Other Experience

Computer literacy: MS-Office, SAP-User, Program Siebel

Languages: German and fluent in written and spoken English

Hands-on seminar high-pressure selling (3-month seminar in Vienna)

Rhetoric

Presentation techniques

Professional selling by Wolfgang Kliss, achieveglobal

English Business Administration at European Economics School Vienna, 2017

Special Interests

Family & Friends, People, technology, new media, internet, travelling, cabriolets, good wine

Weerberg, June 25th , 2020