

# CURRICULUM VITAE

---

MBA, Master of Business Administration  
Dipl.-Ing. Plastics & Elastomer Engineering  
Refrigeration Plant Technician

# CURRICULUM VITAE

## Professional Experience

---

**DSM / Envalior**  
02/2020 – up to day

**Global OEM Manager VW**, Würzburg, GER  
Market Segments: Automotive Industry  
Area of responsibility: Global Role (Europe, Asia, Asia Pacific, NA, SA)

**DSM / Envalior**  
03/2019 – up to day

**Global Key Account Manager Robert Bosch**, Würzburg, GER  
Market Segments: Automotive Industry, Consumer Products, E&B  
Area of responsibility: Global role (Europe, Asia, Asia Pacific, NA, SA)

**DSM Chemicals**  
07/2015 – 02/2019

**Business Development Manager / Team Leader SI**, Geleen, NLD  
Market Segments: Specialized Industries, Automotive, E&E  
Area of responsibility: Europe  
European Business & Market Development, Managing Innovations (SG),  
European Pipeline Management (SI), Sales Management, Contracting,  
Global Pricing Negotiations, VOC transfer to R&D, Key Account Management

**Celanese Chemicals**  
10/2011 – 06/2015

**Account Development Manager**, Frankfurt, GER  
Market Segments: Consumer, Consumer E&E, Automotive E&E, Industry  
Area of responsibility: Global (1 Global Key Account), Europe  
Business & Market Development, Project Management, Sales Management

- Revenue in charge of: ca. €18m (scale up by €5m, starting with €13m)
- Commercialized projects (revenue stream): ca. €4m
- Managing one Global Key Account, Contracting, Global pricing
- Managing Key Accounts, Contract formation, Global price negotiations
- Close work with Product Management and Product Development teams
- Managing Global Project Teams, Buildup of Project Pipeline in CRM
- Value Pricing, Value Marketing, Back to Market Approach

**Ticona (Celanese Group)**  
10/2010 – 09/2011

**Account Manager Germany**, Frankfurt, GER  
Market Segments: Transportation, Consumer Industry, Medical  
Area of responsibility: Germany  
Sales Management, Business & Market Development

- Managing Key Accounts, Price negotiations, new customer acquisition
- Managing regional project teams, Buildup of Project Pipeline in CRM
- Value Pricing, Back to Market Approach

**Albis Plastic OOO**  
03/2009 – 09/2010

**Sales Representative/Application Development Engineer**, Moscow, RUS  
Market Segments: Transportation, Consumer, Medical, Industry  
Area of responsibility: Russian Federation, Volga Region, Moscow  
Market & Sales Development, Application Development Management

- New customer acquisition, Managing Accounts, Price negotiations
- Technical consulting in Application Development and Injection Molding
- Buildup of Project Pipeline in CRM, Intersection point to Albis Germany
- Process Implementation (Project Management, Appl. Development)

**Albis Plastic GmbH**  
09/2007 – 03/2009

**Application Development Engineer/Technical Service**, Hamburg, GER  
Market Segments: Transportation, Consumer, Medical, Industry  
Area of responsibility: Germany  
Professional Trainee in Sales and Application Development Management

- Technical consulting in Application Development and Injection Molding
- Buildup of Project Pipeline, Close work with Product Development
- Technical consulting conserving the choice of thermoplastic materials

## Education

**WHU - Otto Beisheim  
School of Management**  
08/2014 – 11/2016

**Master of Business Administration (MBA)**, Düsseldorf, GER  
Part-time, General Management  
03/2016 **IIMB Indian Institute of Management Bangalore**, India  
03/2016 **CEIBS China Europe International Business School**, Shanghai  
06/2015 **CBS Columbia Business School**, New York, USA

**University of Applied  
Sciences Würzburg**  
10/2002 – 09/2007

**Plastics & Elastomer Engineer (Dipl.-Eng.)**, Würzburg, GER  
Full-time, Thermoplastics & Elastomers  
Focus: Light Weight Constructions in Aircrafts and Offshore ships

Internship: DG-Aircraft Construction, Bruchsal, GER  
Assignment: *“Construction, Design and Manufacturing of Undercarriage,*

**Franz-Oberthür-School**  
09/2000 – 07/2002

**Higher Education Entrance Qualification**, Würzburg, GER  
Full-time, Advanced courses: Physics and Chemistry  
Degree: A level

**Vocational College Lindau**  
09/1996 – 02/2000

**Refrigeration Plant Mechanic**, Lindau - Würzburg, GER  
Practical courses at Genheimer Kälte-Klima Technik GmbH, Hettstadt, Germany

**Ernst-Keil School**  
09/1994 – 07/1996

**High-School Diploma**, Höchberg, GER

## Additional Qualifications

|   |   |
|---|---|
| <b>Vlerick Business School</b><br>05/2017 – 05/2017                       | <b>Marketing &amp; Sales Program</b> , Brussels, Belgium<br>Strategic Selling & Sales, Pricing Strategies, Customer Value Management<br>Marketing Channels, Branding, Digital Strategy, Outside-In Organization   |
| <b>IIMB Indian Institute of Management Bangalore</b><br>03/2016 – 03/2016 | <b>Doing Business in India</b> (Executive Education), Bangalore, India<br>IT Industry as Service Model, Indian Financial Sector,<br>Managing People across Cultures, Entrepreneurship   |
| <b>Columbia Business School (CBS)</b><br>06/2015 – 06/2015                | <b>Leadership Program</b> (Executive Education), New York, USA<br>Various Leadership Modules, Strategy and Applications, Innovation,<br>Interaction across organizational boundaries, Strategy & Hyper-Competition  |
| <b>Wilson Learning BTS Consulting</b><br>03/2014 – 01/2015                | <b>Commercial Excellence Program</b> , Sulzbach, GER<br>Key Program Modules: Acquiring & Qualifying Business, Closing the<br>Business, Cross-Functional Collaboration, Creating Innovative Approaches,<br>Discovering Needs, Managing Sales Strategy, Account Dynamics, Sales<br>Accelerator. Essential Sales Phases: Plan, Discover, Engage, Close |
| <b>Executive Academy</b><br>03/2012 – 03/2012                             | <b>Communication under Pressure</b> , Göttingen, GER<br>Sovereign communication under pressure, Negotiation training  |
| <b>Lanxess, BASF BMS, Basell</b><br>01/2008 – 04/2010                     | <b>Various seminars to intensify polymer chemistry knowledge</b><br>Polymers: TPU, PA6, PA66, PBT, PET, PPS, PC, ABS, ASA, PP, HDPE,<br>LDPE  |
| <b>Institute of RWTH Aachen</b><br>11/2007 – 11/2007                      | <b>Special Injection Molding Technologies</b> , Essen, GER<br>Injection Molding (2K technologies), Design essentials for plastic parts<br>Buckle Design fundamentals  |
| <b>SKZ Würzburg</b><br>05/2006 – 05/2006                                  | <b>Material Science of Thermoplastic Elastomers</b> , Würzburg, GER<br>Chemistry, Technologies, Processing, Categories, Application Development   |

## IT-Acquirements

|   |   |
|---|---|
| CRM<br>Presentation<br>Office Applications<br>Design<br>CAE | Microsoft CRM Tools, Salesforce.com<br>MindMap, iThoughts<br>Power Point, Excel, Word<br>AutoCAD Mechanical Desktop (Basics), Catia V5 (Basics)<br>FEM ANSYS, Moldflow (Basics) |
|---|---|

## Linguistic Proficiency

|                              |   |
|------------------------------|---|
| German<br>English<br>Russian | Fluent, native language<br>Fluent<br>Fluent |
|------------------------------|---|

**Interests**

---

|                      |  |
|----------------------|--|
| History              | 19 <sup>th</sup> - 20 <sup>th</sup> century, Globalization |
| Literature           | Cognitive & Thematic Thinking, Astrophysics                |
| Consumer Electronics | Hardware, Hyper-Competition                                |
| Traveling            | Cultures   |
| Cooking              | Various, Mediterranean                                     |
| Sports               | Canoe sports / inclusive group support                     |