

Management Experience

gathered in 25 years' time; whereof more than 20 years in management positions. Experiences gathered with various industries, company sizes and cultures, organizational structures, different kinds of persons and in various assignments.

Some examples:

Industry	Customers	Turnover approx.	Tasks
software b-to-b/ marketing consultancy	automotive pharmaceutical consumer goods industry	1 -5 million €	team management marketing management pre-sales new business development
software b-to-b	retail trade various industries	< 1 million €	external marketing service marketing planning and coordination new business development
internet portal	it companies	start-up	managing director marketing management new business development
advertising agency / marketing consultancy	food brands private labels food service	1 -5 million €	consulting key account management concept and strategy new business development
food brand	retail horeca	> 100 million €	brand management product management sales coordination
supplier to branded goods manufacturers	beverage industry, tobacco industry	50 – 100 million €	export director sales management sales reorganisation
private label food manufacturer	retail horeca	50 – 100 million €	sales director reorganisation of an affiliate abroad
nonfood importer	wholesalers, garden centers, DIY stores, furniture trade	5 – 10 million €	sales director marketing management
pet food brand	garden centers, specialized retailers	1 -5 million €	marketing consulting sales coordination France
logistics service provider	publishers, institutional clients, industry	1 -2 million €	general manager controlling, company and service organisation, it
nonfood manufacturer	garden centers, DIY stores, mail order companies	start-up	key account management sales development
healthcare	private customers corporate customers	< 1 million €	managing director
internet shop food	private customers	< 1 million €	process design marketing consulting
internet shop nonfood	private customers	start-up	business concept marketing consulting