



MBA – DIPL.-INF. (FH), M, 48 YEARS OLD
VICE PRESIDENT GLOBAL SALES
 HEALTHCARE
 NATIONWIDE MOBILE

EXPERTISE

- Results-driven marketing professional with 19 years of global sales experience
- 13 years sales management experience
- 15 years in medical device sales
- Strategic business development, primarily in the healthcare sector, B2B and B2C
- Proven success in developing and implementing growth strategies in markets on all continents

2020 until today

MEDIUM-SIZED COMPANY IN THE
HEALTHCARE INDUSTRY

VICE PRESIDENT GLOBAL SALE

- Managing the global sales team of 120 people
- Optimised sales strategy
- Increased sales by 70% in five years
- Market expansion through the establishment of national subsidiaries and the expansion of sales structures worldwide

2010 - 2020

2012 – 2020

MEDIUM-SIZED COMPANY IN THE
HEALTHCARE INDUSTRY

DIRECTOR INTERNATIONAL SALES

- Management of the sales team of 20 people
- Developed and implemented country specific export strategies (e.g. China)
- Increased turnover by 75%.
- Optimised structure of export department

2010 – 2012

AREA MANAGER MENA, FR, & TR

- Country market expansion
- Business partner acquisition

2006 - 2010

GLOBALLY ACTIVE COMPANY IN THE
PAINT AND COATINGS INDUSTRY

AREA MANAGER MENA

2002 - 2006

IT SERVICE PROVIDER
CEO ASSISTENT (since 2004)
 IT-CONSULTANT

EDUCATION

2003 – 2005
1997 – 2001

MASTER BUSINESS ADMINISTRATION
COMPUTER SCIENTIST (FH)

QUALIFICATION PROFILE

Formal qualification	MBA – General Management Computer Scientist (FH)								
Management and Corporate management	<ul style="list-style-type: none"> 19 years of sales leadership Global strategic sales organisation 								
Leadership experience	<ul style="list-style-type: none"> 13 years management experience Leading international teams Disciplinary management of up to 120 employees, professional management of 256 employees (sales staff in branches) Recruitment and development 								
Internationality	<ul style="list-style-type: none"> Experience on all continents, LATAM, EMEA, APAC 								
Languages	<table border="0"> <tr> <td>German</td><td>Business fluent</td></tr> <tr> <td>English</td><td>Business fluent</td></tr> <tr> <td>Arabic</td><td>Business fluent</td></tr> <tr> <td>French</td><td>Business fluent</td></tr> </table>	German	Business fluent	English	Business fluent	Arabic	Business fluent	French	Business fluent
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Industry expertise	<ul style="list-style-type: none"> Healthcare IT Services 								
Sales and marketing	<ul style="list-style-type: none"> Global sales accountability Proven sales growth Strategic direction of all sales activities Key account management Working closely with Marketing 								
Business development and M&A	<ul style="list-style-type: none"> International Business Development New business development Setting up national subsidiaries Attracting business partners Development of international collaborations Due diligence 								
Capital and finance	<ul style="list-style-type: none"> Budget planning and budgeting P&L responsibility Project controlling Sales responsibility 								
Organisation and IT	<ul style="list-style-type: none"> Process optimisation for sales and internal sales Standardisation and optimisation of global sales processes CRM (Salesforce, MS Dynamics 365) 								
Mobility	<ul style="list-style-type: none"> Nationwide, possibly Europe-wide Willing to travel 								
Availability	<ul style="list-style-type: none"> By arrangement 								

Are you interested in this candidate?

We will be happy to send you the full application. We work on behalf of the candidate, so our service is free to the hiring company and to the recruiter, even in the event of a successful placement.

If you are interested please contact us at adensam@adensam.de