

Contact

www.linkedin.com/in/wolfgangwinstel (LinkedIn)

Top Skills

Business Management
Sales and Marketing
Deal Execution

Languages

German
French
English

Certifications

Decision Link Value Selling

Honors-Awards

Pro to Know

Wolfgang Winstel

Helping Manufacturers to modernize their S2C Stack
Palm Coast, Florida, United States

Summary

A Senior Executive with broad leadership experience across sales, marketing, and business development. Experienced in startup as well as large provider environments. Has built successful teams from zero to 40 members. A very methodical, organized and charismatic leader, who is enthusiastic about SaaS.

Career Highlights:

- Built software product BU from scratch to \$4M / year for a PLM company
- Sold many multi million contracts to global enterprises like BMW, Porsche, Mercedes, Honda, Mitsubishi, Subaru and many others
- Rebuilt the low performing US location of a European Supply Chain Management Software provider. Doubled the revenue in short time by building an excellent Marketing, Sales and Delivery team.

Experience

Zycus

Regional Sales Director
May 2023 - Present (7 months)

Noodle.ai

Director Automotive Sales
November 2022 - May 2023 (7 months)

JAGGAER

Director Account Operations
August 2017 - November 2022 (5 years 4 months)
Detroit

POOL4TOOL America, LLC

CEO
October 2012 - November 2022 (10 years 2 months)

Farmington Hills, MI

Established the POOL4TOOL brand in the US market as the #1 Direct Materials Sourcing and Purchasing solution. Doubled revenue and headcount within 2 years. 2017 POOL4TOOL was acquired by Jaggaer.

Wolfgang Winstel IT-Consulting

Owner

May 2011 - September 2012 (1 year 5 months)

Landau, Germany

Helping software companies in the area of product management and go-to-market strategies.

Trubiquity

Co-Owner and Managing Director

January 2005 - April 2011 (6 years 4 months)

Landau, Germany and Troy, MI

Co-Owner and Managing Director of ProCAEss GmbH (Landau, Germany). We developed enterprise-level data management solutions. In 2007 we sold ProCAEss to Trubiquity and I moved to Michigan in order to take on a Director role in the headquarters in the area of software sales and product management.

Rand Worldwide

VP CATIA Software Solutions

March 1988 - December 2004 (16 years 10 months)

I was in charge for the business unit "CATIA Software Solutions" which - together with my fantastic team - I was able to grow from 0 to 4M. We sold our software solutions to manufacturing companies all over the world (NA, EU, Asia).

Education

Karlsruhe University of Applied Sciences

Bachelor's Degree, Mechanical Engineering · (1983 - 1988)