

Jimmy H. Freitag
Elsa-Brändström-Str. 11
42540 Dormagen
Cell: +49 151 40 215 244
Email: jhf Freitag@gmail.com

Mr. Jan Johnston
Johnston Vere Consultancy Ltd

10 September 2011

Dear Mr. Johnston,

Thank you very much for the friendly and informative telephone conversation that we had earlier. I send you my application papers.

I am 52 years old. I have a Master's degree in Business Administration and have also completed professional training in sales, negotiating and making arrangements with client representatives. For many years I have been successfully working as

I have more than 20 years sales experience in all industries especially in selling ERP-Software, MES, Automotive and BI-Software.

Since 2000 I have the responsibility for the sales region North Rhine-Westphalia and northern Germany. The relationships to my direct clients as well to my System Integrators are excellent in D A C H.

Additionally to my sales experience I have a more than six years of management responsibility most recently as Regional Sales Manager. Aside from the personnel / budget responsibility, I always had my own sales target.

I know the entire sales cycle, from pre-sales like cold calls, product presentations and workshops-solution-presentation, my partners during the sales call on the CEO level. With my leadership and sales experience I think I can reach every single person in a project team that the team will be successful in the daily business from support site and strategically.

I offer a powerful combination of analytical and diagnostic skills. My ability to quickly understand and evaluate on going developments enables me to take quick and effective decisions. I am used to working under pressure and producing results to tight deadlines. My experience of successful managing a team of six people proves my leadership and organization abilities.

I am confident that the combination of my knowledge and experience would be a valuable asset to your company. I would appreciate the opportunity to discuss the advertised position in a personal interview with you in more detail.

Yours sincerely,



Jimmy H. Freitag

CURRICULUM VITAE

Jimmy H. Freitag

Elsa-Brändström-Str. 11
41540 Dormagen
Cell: +49 151 40 215 244
Email: jhfreitag@gmail.com

Personal Details

Date of Birth:	02 December 1958	Place of Birth:	Nuremberg
Marital Status:	divorced		

Work Experience

Nov 2006 – present **Wonderware GmbH, Munich (official residence Dusseldorf / Neuss, Germany)**

Wonderware is a leading provider of industrial automation and information software. With the real-time solutions from Wonderware you synchronize your production with your business goals, and reduce production costs through easy, low development costs and the standardization of applications.

Oct 10 - to date

Responsible for the "MES Business", the partner management and the software maintenance contracts in the region DACH.

Main tasks:

Responsibility for the partner management and have my own sales quota. Support, training and develop my direct employees in daily to achieve the Annual target. Sales Controlling and Reporting, development of concepts for achieving annual sales targets. Secure the certifications level of the System Integrator's for our certification guidelines.

Apr 08 – Oct 10

Regional Sales Manager "middle".

Responsibility for the sales region - Wonderware Central "Zip Code 4 & 5".

Main tasks: Support, training and develop my direct employees in daily work to achieve the Annual target. Sales Controlling and Reporting, development of concepts for achieving annual sales targets

Nov 06 – Mar 08

Key Account Manager

Sales region: "zip code: 5 Main tasks:

Sales "automation Solutions", ERP & MES solutions with new customers and existing customers. Execution of the complete sales cycle from customer acquisition to contract, there are all the technical departments and the commercial departments heavily involved in the sales calls.

Oct 05 – Oct 06

Freelance Account Manager - update AG, Kulmbach - Sales of ERP SOFTWARE (PPS, SCM, B2B, BI, WWS) network in cooperation with software vendors for the "middle class" and "SME market", the focal points:

Execution the complete sales cycle from the "Cold-cold" to contract conclusion and Coordinate all sales activities with the network partners.

Jun 04 – Sep 05

PROCAD Software GmbH & Co. KG, Karlsruhe

PROCAD is with their product PRO.FILE leading provider of product data and document management systems, which are often referred to as PDM or PLM systems components.

Sales region: "Central / North / East and parts"

Main tasks:

Implementation and responsibility for the complete sales cycle from customer acquisition through to contract completion

Formulate and implement appropriate business process analysis

software / service management and offers

Current customer care

Dec 03 – May 04

update AG, Kulmbach

The update AG is a leading provider of ERP systems. With the expertise of more than 30 years of business software development and project business is the group of companies for customer-focused and practice-proven software for SMEs. Our customers see us as a medium component for a successful IT business strategy. In our solutions the industry expertise and experience in ERP projects put out more than three decades - combined with the latest software technology.

"Key Account Manager on a commission basis" (Home Office)

Distribution of MRP-ERP Software Company Update AG, Kulmbach, Germany for the "middle class"

Practice Areas:

From customer acquisition through to contract completion

Product presentation with pre-sales

Project support for implementation of the software

Sep 02 – Dec 03

MRO Software GmbH, Stuttgart

MRO Software is the leading provider of solutions for the strategic management of capital goods. The solutions for asset management, the company offers allow customers to manage the complete lifecycle of strategic investment goods. Included here are: planning, procurement, implementation, monitoring, maintenance and decommissioning. Improved by the use of MRO Software's solutions customers their production reliability, labor efficiency, material optimization, and their lease, warranty and service management.

"Key Account Manager Northern Germany" (Home Office) main tasks:

Selling large software solutions with the maintenance Software

"MAXIMO ®" for large plants, machines and systems.

Jan 00 – Sep 02

PSIPENTA Software GmbH, Berlin

The product areas such as ERP, SCM and MES of PSI AG trade under PSIPENTA Software Systems GmbH is PSIPENTA GmbH in 1997 emerged as a wholly owned subsidiary of PSI AG and is now product and technology supplier for the production management division of the PSI Group. As a software specialist for the manufacturing industry provides PSIPENTA product-based solutions for high demands in manufacturing for machine and plant construction, automotive and automotive supplier industry. Technologically up-to-date and specific production types - single, variants and order and mass production - focused, optimized PSI penta.com, whether as a multi- or single-site installation, internal and external processes of the value chain.

Dec 00 – Sep 02

"Regional Sales Manager North" at PSIPenta Software GmbH:

Guidance and supervision of five sales representatives in the daily operations and local distribution in the target area, including

agreements / staff annual meetings Commercial sales and the sales

staff training people teaching languages Development and

implementation of marketing concepts Sales Controlling and Reporting

Sep 99 – Jan 00

Ima Systemhaus GmbH, Kassel

Development / sales the Navision Software in the manufacturing and wholesale market.

Increase the prospective database and a sell the business software.

Cold calls to contract close. I terminated the employment contract during the probationary period, due to differing views in the "after-sales customer care," between the CEO and myself.

Jan 97 – Jul 99

Raab Karcher Energy Services GmbH, Kassel

We are the world's leading energy service provider for the consumption-dependent billing of energy, water and ancillary costs. ista Germany GmbH, one of the other subsidiaries ista International GmbH. ista is constantly working on new services and sustainable solutions for saving resources in the real estate industry. This is a key component of our corporate strategy.

"Sales Manager", the focal points:

Guidance and supervision of 12 technical consultants (ADM) in daily operations and local sales area Project identification, monitoring and sales and marketing through to contract completion Contract negotiations with clients / prospects at management level

Support the key Market and competitive analysis, development and implementation concepts / tools.

Planning and implementation of regional customer / prospect seminars

Support and win new sales / partners

Nov 95 – Jan 97

CWS-paint factory, Düren

Our company's roots date back to the year 1864 and the success factors were the same then as now: Continuous innovation, uncompromising product quality and the steady focus on the technical feasibility and the wishes of customers.

Today, we operate as a large independent company in mid-sized company market. Since 2000, we focus this term with the CWS Powder Coatings GmbH on our core competency: the development, production and marketing of technically sophisticated, customized powder coating.

"Regional Sales Manager North," Focus:

Business and sales management consultant in the 5 business days

Sales training people teaching languages to the consultant

To place high-quality colour matching systems for large retailers and purchasing cooperatives painting with appropriate Soft-/Hardware.

Jul 95 – Nov 95

Taylorix AG Kassel

Julius Paul Stiegler has Taylorix founded in 1921 at the lake of fire in the west of Stuttgart. Later, the company moved to Zuffenhausen. Model for the name was the American Frederick Winslow Taylor (1856-1915), who invented the assembly line. Streamline the work process - this would also Stiegler. He replaced the elaborate journal-keeping for up to 48 columns by the account-keeping with carbon paper. Only a trained accountant can really understand this complicated process.

Jul 93 – Nov 95

Key Account Sales for the segment "Painting Contractors"

Market preparation and establishment of the department "software craftsman painter and refinisher"

Sales of the painter's standard software,

Jul 91 – Jul 93

Sales Representative in the market segment "plumbing, heating, painting & roofers". Winning new customers

Sales of standard industry software, payroll, financial accounting, data centre "Datev".

Sell hardware: single-user PC's with peripherals, servers, networks, network components with peripheral. Implementation of activities in partnership with multipliers such as crafts, industry associations, craft guilds.

Higher Education

Oct 91 - Jun 93 **School of Business** "State Examination",
Degree: certified business economist

"School of Business," Kassel *Main focus: Marketing Next topic:*
Materials Management, Human Resources

Training and Development

Jan 95 - Apr 95 **Management Academy**, Nurembrecht

Education for "Sales Manager" at the German School in Munich
Sales Manager
Topics: (Bloc seminar)

1. Leadership and motivation of salespeople
2. Management techniques for sales managers to increase the personal efficiency Modern Sales Marketing
3. Selling and negotiation techniques, rhetoric, dialectic

Oct 94 – Nov 95 University of Kassel
"Human resources development / training techniques / Work Design"

Internships / Professional Training

Jul 91 – present Sales Training during the last 20 years - internal as well
external

Military Service

Apr 78 – Dec 88 joining the army as a conscript,
later commitment to a total of 12 years

Tasks / squad leader in a company
Replenishment operations training company
Sent out as an leader/ drill Sergeant for the training at the
officer cadet course (supply / logistics)

School Education

Aug 89 – Jun 91 **Gesamtschule (Comprehensive School)** Kassel
Intermediate High School Certificate

Additional Skills

Languages	German- fluent English – good
EDP	Operating systems: Windows 98/2000/NT/XP, Windows 2007, Unix Office programmes: Word, Excel, Access, and PowerPoint Planning programmes: SAP R/3, Dynamics, MS Project Sales relevant: Software Sales Navision, Axapta, PSIPENTA, Brio Software, Cognos Impromptu, Varial (payroll / financial accounting), Maximo, Inosoft, Siebel, ACT, sales logic, salesforce.com Internet, E-mail
Driving Licence	Full German driving licence

Personal Interests

Sport:	Golf, jogging, skiing
Culture:	Theatre, modern dancing, opera
Miscellaneous:	member of the bdvb (Federal Association of German economics and business administration)