

CURRICULUM VITAE

Personal data

Date of birth: November 16, 1963
Home town: Ebnet-Kappel (SG)
Nationality: Switzerland

Work experience

2017-

Novar by Honeywell, Switzerland

Leading producer and supplier of security equipment
Key Account Manager for the whole of Switzerland

- Acquisition of new customers and e-planners, architects, municipalities, cantons, federal government
- Consulting E-planners, architects as well as GU and TU in the construction industry
- Elaboration and input of submissions
- Acquisition of large projects whole Switzerland
- Support of existing customers and key accounts
- Technical support for Esser products
- Technical support for special projects

2014-2017

ASSA ABLAY AG, Burgdorf

Leading supplier of high speed doors
Business Unit Manager

- Acquisition of new customers and e-planners, architects, municipalities, cantons, federal government
- Consulting high-speed doors of customers municipalities, cantons federal government, E-planners, architects as well as GU and TU in the building industry
- Elaboration and input of submissions
- Acquisition of large projects whole Switzerland
- Support of existing customers and key accounts

Successes

- Clean room - Celgene Couvet
 - Army Pharmacy Bern
 - Maintenance contract with EMMI Group Switzerland
- And some more

2009 - 2014

Securiton AG, Zollikofen

Leading provider of security systems and services in Switzerland
Subsidiary of the Securitas Group with headquarters in Zollikofen/Switzerland;
approx. 6000 employees

Sales Engineer

- Acquisition of new customers and e-planners, architects, municipalities, cantons, federal government
- Consultation safety engineering of customers municipalities, cantons federal government, E-planners, architects as well as GU and TU in the building industry
- Elaboration and input of submissions

- Acquisition of major projects in the assigned regions
- Support of existing customers and key accounts

Successes

- Stadtbauten Bern, Beer-Haus -> Burglary and fire alarm system
- Office for Buildings and Real Estate Bern, thermal imaging camera monitoring perimeter JVA Witzwil
- Ville de Moutier prison régional - Breakout and fire alarm system, monitoring gates
- Rolex - Video surveillance with thermal imaging camera "Pilot project construction site Biel
- SBB Infrastructure ->Active deletion "RBL West Limmattal
- SBB Real Estate -> Intrusion alarm monitoring "SBB Energy Control Center" in Zollikofen
- SBB Wankdorf-City "Girasole" New administration building of SBB-Brand
- SBB MM-RC video platform 200 stations 1.7 million CHF
- Tunnel Serrières and Sous le Mont -°tender in French

2006 - 2009

Aurest GmbH, Herisau (AR)

Development and distribution of customized solutions for production and process automation as well as for building automation

Sales manager

- Responsible for the areas of market development, customer acquisition, sales and customer project management
- Support of the French and English speaking clientele
- Successful development of the new business unit "Building Automation Switzerland" (customers include Migros, Raiffeisen, Elex)
- Market observation and analysis

Successes

- 2nd place in tender for Aarau station -Planer PZM Difference to 1st place winner 800 CHF
- Verbal commitment for project MMM St. Margarethen reconstruction - Unirenova
- Court supplier for control cabinets at Elex

2004 - 2006

World trip

1999 - 2004

Nexans Switzerland AG, Breitenbach (SO)

Nexans Suisse S.A., Cortaillod (NE)

Leading cable manufacturer in Switzerland (until 2000 Alcatel Kabel Schweiz AG)

Subsidiary of the Nexans Group based in Paris; approx. 650 employees

Key Account Manager

- Responsible for the support of major customers (including Swisscom) as well as cable wholesalers
- Supervision of acquired projects (e.g. Messeturm Basel, Hall 6 Palexpo)
- Promotion of new developments
- Head of product management in the field of installation cables
- Conception and implementation of the project "Price list transfer" into the systems of the wholesalers

Successes

- Winning of projects such as Messeturm Basel and Palexpo Hall 6 in Geneva, Spital Pourtales in Neuchâtel in cooperation with various wholesalers
- Framework agreement Kablan/ Burkhalter Group ->purchasing volume CHF 6 million per year

- Framework contract SBB for halogen-free cables up to 1000KV
- Sale of complete loads to wholesalers - savings in administration and logistics costs on both sides

1997 - 1999 Nestlé Group, **Vevey (VD)**

Global food group, approx. 276,000 employees

Nestec S.A., Vevey (1998 - 1999)

Central purchasing of production lines and technical support for foreign markets; subsidiary of the Nestlé Group

Manager Technical Purchasing

- Purchase of machines and accessories
- Order monitoring for the Philippines, Egypt and Morocco markets
- Responsible for the coordination and processing of documents for purchasing, transport, export and accounting

Nestlé World Trade Corporation, Vevey (1997 - 1998)

Subsidiary of the Nestlé Group; worldwide export / import of Nestlé products; approx. 80 employees

Manager overseas transports

- Market analysis and procurement of offers for overseas transports
- Conducting contract negotiations

Successes

- Savings through negotiations with shipowners for a trade line "Santos-Helsinki" of approx. 1 million CHF

1995 - 1997

MAT Securitas Express S.A., Genève

International transports

Profit Center Manager

- Head of the "Art Transportation" department with a total of 15 employees
- Responsible for the import and export of art objects by truck and air freight, as well as for the management of the stored works

Successes

- Exist against competition, which 20 years had built this branch and became a competitor.
- No more customers lost in the first half of the year, no employee turnover. Stabilization of business. Reduction of contracts with rented warehouses. Increase in sales by 20% in the following year
- In the second year thereafter, resolution of a court case and thus reduction of accounts receivable by CHF 400,000.-with a sales volume of approx. CHF 2.5 - 3 million.

1986 - 1994

Honda (Suisse) S.A., Vernier-Genève

Import and distribution of Honda vehicles in Switzerland (general importer)

Executive Assistant

- Responsibility for sales administration and operational logistics; managing the import of vehicles and distribution to authorized dealers.
- Deputy Director of the "Transport" Department
- **Successes**

- Idea and realization of a concept for barcode reading and automation of billing. Delivery throughout Switzerland within 24-48 hrs.

Result:

Cost reduction in sales administration.

Efficient throughput warehouse-customer and reduction of errors in clearing products.
 Shorter accounts receivable backlogs due to faster clearing.
 Increasing productivity in logistics.
 ➤ Realization of the concept "Authorized Consignee" with the Customs District Directorate Bern

1984 - 1986	Panalpina AG, Basel / Panalpina S.A., Genève International forwarding, transports Dispatcher <ul style="list-style-type: none"> • Clerk for truck transports between Switzerland and Spain / Austria • Disposition of truck groupage transports between Switzerland and Scandinavia
1982 - 1984	Haniel Internationale Transporte AG, Basel Transport company Dispatcher

Education and training (selection)

1979 - 1982	Haniel Internationale Transporte AG, Basel Vocational training as a forwarding merchant Degree: Federal certificate of proficiency
1994	University of Cambridge Local Examinations Syndicate, Geneva Graduation: First Certificate in English
2002	Center for Corporate Management (ZfU), Thalwil (ZH) Course to become a certified Key Account Manager Completion: Certificate
2003	University of St. Gallen Seminar Rhetoric for Managers Completion: Certificate
2007Siemens	Schweiz AG, Steinhausen (ZG) Training HVAC and building services engineering Completion: Certificate
2013	Sales Manager Diploma - School Feusi Bildungszentrum, Bern

Languages

German:	Mother tongue
French:	Business fluent
English:	Business fluent

Private interests

Cultural::	Classical music
Hobbies:	traveling (world trip 2004 - 2006), jogging, swimming