
CURRICULUM VITAE

Erdal Kara



- ✓ Several years of sales expertise.
- ✓ Comprehensive and in-depth expertise in the distribution of technical software solutions that require explanation.
- ✓ Extensive market knowledge in terms of industries, partners, competitors and customers.
- ✓ Strong persuasion and assertiveness combined with diplomatic skills, collegiality and integration capacity.
- ✓ Strong communication, presentation and negotiation skills.
 - ✓ Always highly motivated.

Erdal Kara
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Company Information

COMPANY:	ABB Automation GmbH
POSITION:	Business Development Manager Life Sciences, F&B, CPM/MES
TERM OF NOTICE:	2 months to the end of the quarter

Personal Information

DATE/PLACE OF BIRTH:	August 16, 1974 / Albstadt-Ebingen (Germany)
NATIONALITY:	German
MARITAL STATUS	Single, no children
GENDER:	male
LANGUAGES:	Englisch: advanced, Türkisch: native, German: native

School Record

09/1981 - 08/1985	Elementary school, Nusplingen
09/1985 - 08/1988	Junior high school, Pliezhausen
09/1988 - 08/1991	Junior high school, Neckartenzlingen

Vocational training

09/1991 - 01/1994	Bernhard Wohlfarth GmbH & Co. KG, Pfullingen Vocational Training as Management Assistant in Wholesale and Foreign Wholesale and Foreign trade, Theodor-Heuss-Schule - Vocational school for business studies Qualification: Management Assistant in Wholesale & Foreign Trade
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Further education

09/1998 - 08/2000	College of Business Management, Reutlingen Degree: Certified business economist
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University

09/2000 - 01/2001	University of Applied Sciences, Nürtingen Studies of business Administration, Main subjects: Economical informatics
02/2002 - 09/2005	University of Applied Sciences, AKAD Stuttgart Distance study: Studies of economical informatics Main subjects: Management economics, Application systems & Databases, Information and communication systems, software development Diploma thesis: Manufacturing Execution Systems in the context of computer integrated manufacturing – Investigation of the benefit and conception of a reference model. Degree: Diploma in Information Management (grade diploma thesis 1,7), (cumul. grade 1,6)

Professional Experience

02/1994 – 08/1998	Bernhard Wohlfarth GmbH & Co. KG, Pfullingen Job description: Inside sales, marketing (project manager)
01/2001 – 03/2008	Wonderware GmbH, Stuttgart Job description: Sales engineer, Area sales account manager ABB Automation GmbH, Mannheim
04/2008 – 04/2010	Job description: Sales & Business Development Manager CPM/MES
05/2010 – today	Job description: Business Development Manager CPM/MES, F&B, Life Sciences

Success & Objectives

Personal and professional success:	<p>Distance study for economical informatics completed within the intended period of study with honors</p> <p>Signed OEM agreement with leading machine and plant manufacturers to standardize on Wonderware SCADA Software within short time after taking over the account management (in the previous ten years always failed).</p> <p>Global standardization of a medical technology company on Wonderware software and delivery of the complete software for a newly built factory with licenses over € 250k. Responsibility of planning and introducing the solution in further factories.</p> <p>Based on own initiative highly successful conceptual planning, negotiation and implementation of a strategic pilot project in collaboration with two partners at a successful automobile manufacturer. "The whole control software, including approximately 150 operator control workstations equipped and delivered with Wonderware software"</p> <p>Successful positioning of ABB's CPM software solution at a major pharmaceutical company. The company had already decided to choose the global standard solution which comes from the competition.</p> <p>Successful and structured evolving, positioning, sales and marketing of ABB's CPM portfolio ABB-internally and externally.</p> <p>Continuous annual increase in turnover in the responsible area of responsibility, partly with degree of target achievement far exceeded.</p>
Awards:	Outstanding Sales Award 2007, Global Sales Award 2006

Miscellaneous

IT Knowledge:	Basic programming knowledge in C++, Java, Windows, Office, Lotus Notes, SQL-Server...
Other skills:	Participation problem solution training, communication training, business planning game, Release from the proof occupation and work-educational knowledge in accordance with teacher suitability regulation. Sales Trainings: Sales Communication, Presenting like a Pro, Sales 4 Success, Karrass Training Effective Negotiating@...
Anticipated Objectives:	Personal responsibility, Manager position with comprehensive decision-making power, Continuous personal and professional development