

## Candidate Profiles USA / Can

### Senior Key Account Manager / Business Development Manager

(Candidate ID: US 48366)



Herr Philipp Hoeser

- 45 years old, has been working in the USA for over 10 years
- Acquisition of two million USD in new business within two years
- Bilingual specialist in international customer management with over ten years of experience and certifications in Six Sigma, Sales, and SAP
- Extensive expertise in building and maintaining strong customer relationships, with a deep understanding of customer needs and promoting business growth

### Production Manager

(Candidate ID: US 86725)



Herr Roland Kibbartsch

- 52 years old, has been working in the USA for over 20 years in two different positions
- Long-standing, experienced executive as a plant and production manager in international corporations and medium-sized companies
- Broad industry experience in the electrical industry, automotive supply industry, lighting industry, social economy, medical technology, and mechanical and mold making
- Cross-functional management experience in production, planning and control, industrial engineering, logistics, development/construction, tooling, fixture construction, and procurement

### Head of Development

(Candidate ID: US/UK 56381)



Herr Peter Lenzki

- 49 years old, has been working in various positions in the USA and UK for over 15 years
- Technical contact person for sales, customer, and development teams in the USA and UK
- Sales responsibility: 8.2 million Euro
- Technical and disciplinary leadership of the departments (direct leadership of 10 employees)
- Restructuring and new development of departments
- Definition and monitoring of the innovation strategy

### Business Development Manager

(Candidate ID: US/Can 41336)



Herr Paul von Kirchbach

- 48 years old, Vice President and General Manager
- Has been working in the USA and Canada for 27 years
- Headquarters in San Jose, California, USA
- Member of the executive management
- Leading global sales, marketing, product management, and service departments and development teams (surgical & radiology)
- Personnel responsibility for over 80 employees
- Sales responsibility: USD 650 million
- Budget responsibility: >USD 17 million

## International Reference Projects

### Successfully Filled Positions

- Branch Management
- Sales Management
- Production Management
- Business Development Manager
- Director Supply Chain Management
- Purchasing Management
- Financial Accounting Management
- Logistics Management for Retail Logistics
- Plant Management
- Operations Management / Production Management
- Business Unit Management for Transport & Logistics
- Executive Management for Sales & Technology
- Logistics Management
- Assembly / Warehouse Management
- Location Management
- Team Lead Purchasing
- CEO (Plant Development)
- Sales Manager Germany (Establishment of a Branch)
- COO for German Branch
- Application Engineer
- Sales Representative for the Defense Industry
- Field Sales Representative
- Project Manager for Expansion
- Personnel Developer
- Quality Manager
- IT Management
- Customer Service Management
- Marketing Management
- Compliance Officer

### Excerpt of Our Customer Structure

- Medium-sized manufacturer in medical technology
- Medium-sized manufacturer in the automotive industry
- Corporation in the pharmaceutical industry
- SMEs in the plastics industry
- International provider of lifting and charging systems
- Expert for timber construction and sustainable construction projects
- Manufacturer of building elements and metalworking
- Manufacturer of machinery for sheet metal processing
- Supplier of steel construction and facade solutions
- Company specialized in solar solutions
- Manufacturer of fasteners and fastening technology
- Provider of custom-made fastening solutions
- Manufacturer of electronic and energy distribution solutions
- Medium-sized manufacturer in automation technology
- Specialist in industrial cooling solutions
- Supplier of advanced plastic packaging
- Medium-sized manufacturer of precision tools

**Further reference projects available upon request.**