

Forward-thinking, outcome-oriented producer - resume cv example

[Business](#), [Marketing](#)



Forward-Thinking, Outcome-Oriented Producer

Confidential Resume of Sur Address, Post Country Mobile, Email: CAREER AIM

International & Multinational MARKETING • SALES • BUSINESS

DEVELOPMENT

Forward-Thinking, Outcome-Oriented Producer

Energetic and dependable contributor with technical prowess, proven leadership, highly developed multilingual communication skills and years of sales and management success. Innovative, resourceful and inventive. Identify opportunities and consistently achieve objectives.

Education & Qualifications

Date from - Date to

1996

Internal courses

(Presentation + Negotiation skills / ILP Program)

Business German Diploma, 1996

Goethe Institute - London, U. K.

Date from - Date to

1995

Bachelor of Marketing & Negotiation, Ecole Supérieure du Commerce

Extérieure (E. S. C. E.) - Paris, France

Foremost Business School in France; highly recognized throughout Europe

Date from - Date to 1991

French Baccaalaureat in Economics, 1991

Universite de Saint-Exupery - Versailles, France

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Other Competencies

Computer literate • Windows Applications • SAP/APO

Mother Tongue French • Fluent in German & English

Other Skills

Leadership Skills:

Leadership Style:

Communicator:

Strong conceptual, organizational and analytic abilities. Market driven, innovative strategist, proactive decision maker, artful problem solver, insightful change agent.

Gain consensus, respect and trust; set high standards; communicates objectives enthusiastically; challenge individuals; promotes rationality and careful problem solving.

Articulate in 3 languages; respond effectively to local and global needs, capabilities, and interests. Utilize negotiation, persuasion and authority to enlist cooperation.

Work Experience

Date from – Date to

Job Title

Accountable for management and execution of the Alumina division's physical sales (approximately 6 million tons) and marketing activities in global and / or regional markets, in line with the agreed marketing objectives and strategies.

Employer Name, Location

- Manage the physical Alumina book with particular responsibility for turnover, margin and position management.
- Manage and develop the Alumina sales team in the regional offices.
- Negotiate and conclude spot and long term contracts with key suppliers and customers.
- Provide all relevant information, including analysis for budget, performance review and management reporting purposes.

Date from – Date to

Job Title

Sales

Position

Drive implementation of international market expansion tactics. Actively solicit new accounts and relationships in the Steel Industry; negotiate long term contracts, prices, terms and conditions (for Coking Coal, Iron Ore, Manganese Ore + Alloys); research, analyze and assess customer needs, usage levels, budget and supply programs. Utilize superior networking and communications abilities, continually building strong customer relations, achieving outstanding customer satisfaction. Assist senior management in all areas of operations.

Employer Name, Location

Spearhead development of new and existing markets in Europe, Africa and the Middle East; manage and coordinate specific product sales to strategic markets and customers.

Date from – Date to

Job Title

Position

Researched market conditions in regional and national areas to determine potential sales of consumer products. Evaluated effectiveness of surveys, opinion polls and questionnaires. Assisted in assessing market position and developing guidelines and recommendations.

Employer Name, Location

Stayed informed on regional politics and priorities, cultural trends and special interests; researched, synthesized and produced marketing survey on North African countries.

Date from – Date to

Job Title

Position

Performed accounting and audit procedures on cash accounts and subsequent events. Monitored routine operations, filing, answering credit statements and memos. Examined invoices for appropriate authorization and classification. Researched, analyzed and summarized a variety of financial transactions and reports. Interacted efficiently as team worker.

Employer Name, Location

Utilized financial spreadsheets, word processing and business-related software; recognized and defined issues; encouraged alternative solutions and plans to solve problems

Date from – Date to

Job Title

Position

Effective marketing strategies were developed with my assistance. Analyzed current client needs industry capacity, competitive intelligence and potential positioning. Established research methodology; designed format for data gathering. Statistical data were examined and future marketing trends were forecasted. Gathered data on competitors and analyzed prices, sales and methods of distribution.

Employer Name, Location

Conducted comprehensive market research and produced report on sales opportunities and product placement for Copper tubes throughout Western Europe.

References

References and further data available upon request. And I am willing to perform work-related travel / willing to relocate U. S. and German.