



Hartwig & Löffler GbR

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Hartwig & Löffler

Professional career

Activities, knowledge and tasks during the professional career and projects

March 2015
-
today
Managing director / owner
company Hartwig & Löffler
H&L Verkaufsbüro
H&L Interim Management

- Field sales force for Germany, Austria and Switzerland. Other European countries by arrangement
- Business development in the European sales market
- Presentation of the company to customers on site
- Technical and commercial contact
- Offer negotiations through to the award of the contract
- Achievement of the agreed sales targets and results
- Ensuring compliance with customer specifications for offer dates
- Active support in securing customer delivery dates
- Creation of an annual and rolling sales plan
- Market and customer analysis with the aim of permanent classification
- Systematic acquisition of new customers
- Implementation of trade fairs, exhibitions and customer events
- Key Account Management
- You can find a list of our references at <https://h-l.solutions/referenzen>

January 2013
-
February 2015
Kind & Co., Edelstahlwerk, KG
Head of Sales stainless steel and special alloys

- Achievement of the agreed sales targets and results
- Optimal use of the sales staff in the office
- Responsible participation in planning and decisions in connection with the marketing concept
- Disciplinary and professional leadership
- Preparation of quarterly reports on the situation of the responsible segment
- Initiation of controlling measures to ensure the required volume for the planned utilization of the company in consultation with the general sales manager
- Ensuring compliance with customer specifications for offer dates
- Active support in securing customer delivery dates
- Creation of an annual and rolling sales plan
- Market and customer analysis with the aim of permanent classification
- Systematic acquisition of new customers
- Participation in the preparation and implementation of trade fairs, exhibitions and customer events
- Reporting for success and cost analysis

November 2010
-
December 2012
Kind & Co., Edelstahlwerk, KG
Technical Sales Manager Int. Export
stainless steel and special alloys

- Achievement of the agreed sales targets and results
- Calculation, technical planning and preparation of offers based on SAP R / 3
- Presentation of the company to customers on site
- Technical and commercial contact
- Offer negotiations through to the award of the contract
- Key Account Management

November 2008
-
October 2010
Schroedahl - ARAPP
Spezialarmaturen GmbH & Co. KG
Technical Sales Manager
pump protection valves

- Achievement of the agreed sales targets and results
- Calculation, technical planning and preparation of offers
- Presentation of the company to customers on site
- technical and commercial contact
- Offer negotiations through to the award of the contract
- Key Account Management

March 2006
-
October 2008
Kind & Co., Edelstahlwerk, KG
Industrial mechanic
industrial engineering

- Maintenance and servicing of various machines and units in a forge company.
- Repairs and welding work

Initial and continuing education

August 2006
-
July 2010
Berufskolleg Oberberg
Continuing education at evening school to the state-certified technician.
Mechanical engineering specialization.
Additional acquisition of the technical college entrance qualification

- Development and construction of products and equipment
- Manufacture of products and equipment
- Operational management
- CAD / CAM technology
- Programming of NC systems
- Computer-aided design
- Robotics
- Sensor technology
- Pneumatics
- E-pneumatics
- Hydraulics

September 2002
-
February 2006
Kind & Co., Edelstahlwerk, KG
Training for Industrial mechanic.
Specialization Industrial engineering

- Training and qualification as an industrial mechanic specializing in industrial engineering



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