



Hartwig & Löffler

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Professional career	Activities, knowledge and tasks during the professional career and projects
<p>March 2015 - today</p> <p>Managing director / owner company Hartwig &amp; Löffler H&amp;L Verkaufsbüro H&amp;L Interim Management</p>	<ul style="list-style-type: none"> <li>• Field sales force for Germany, Austria and Switzerland. Other European countries by arrangement</li> <li>• Business development in the European sales market</li> <li>• Presentation of the company to customers on site</li> <li>• Technical and commercial contact</li> <li>• Offer negotiations through to the award of the contract</li> <li>• Achievement of the agreed sales targets and results</li> <li>• Ensuring compliance with customer specifications for offer dates</li> <li>• Active support in securing customer delivery dates</li> <li>• Creation of an annual and rolling sales plan</li> <li>• Market and customer analysis with the aim of permanent classification</li> <li>• Systematic acquisition of new customers</li> <li>• Implementation of trade fairs, exhibitions and customer events</li> <li>• Key Account Management</li> <li>• You can find a list of our references at <a href="https://h-l.solutions/referenzen">https://h-l.solutions/referenzen</a></li> </ul>
<p>April 2012 - February 2015</p> <p>Kind &amp; Co., Edelstahlwerk, KG Head of Sales stainless steel and special alloys</p>	<ul style="list-style-type: none"> <li>• Achievement of the agreed sales targets and results</li> <li>• Optimal use of the sales staff in the office</li> <li>• Responsible participation in planning and decisions in connection with the marketing concept</li> <li>• Disciplinary and professional leadership</li> <li>• Preparation of quarterly reports on the situation of the responsible segment</li> <li>• Initiation of controlling measures to ensure the required volume for the planned utilization of the company in consultation with the general sales manager</li> <li>• Ensuring compliance with customer specifications for offer dates</li> <li>• Active support in securing customer delivery dates</li> <li>• Creation of an annual and rolling sales plan</li> <li>• Market and customer analysis with the aim of permanent classification</li> <li>• Systematic acquisition of new customers</li> <li>• Participation in the preparation and implementation of trade fairs, exhibitions and customer events</li> <li>• Reporting for success and cost analysis</li> </ul>
<p>January 2006 - March 2012</p> <p>Kind &amp; Co., Edelstahlwerk, KG Sales Manager Int. Export stainless steel and special alloys</p>	<ul style="list-style-type: none"> <li>• Achievement of the agreed sales targets and results</li> <li>• Development of the export business with a focus on oil and gas production worldwide</li> <li>• Stand construction and dismantling as well as stand service and active trade fair acquisition</li> <li>• Calculation, technical planning and preparation of offers</li> <li>• Presentation of the company to customers on site</li> <li>• Technical and commercial contact</li> <li>• Offer negotiations through to the award of the contract</li> <li>• Key Account Management</li> </ul>
<b>Initial and continuing education</b>	
<p>September 2003 - January 2006</p> <p>Kind &amp; Co., Edelstahlwerk, KG Training as an industrial clerk</p>	<ul style="list-style-type: none"> <li>• Training and qualification as an industrial clerk</li> <li>• Getting to know all commercial and industrial departments in a medium-sized company with approx. 650 employees</li> </ul>
<p>August 2001 - June 2003</p> <p>Berufskolleg Oberberg Higher business school Euro Business Class - Focus on foreign languages</p>	<ul style="list-style-type: none"> <li>• Fluent written and spoken English</li> <li>• Basic knowledge of French</li> <li>• Basic knowledge of Spanish</li> <li>• Basic knowledge of Italian</li> <li>• 2 - week independent project work in Ireland</li> </ul>



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