



Hartwig & Löffler

Hartwig & Löffler GbR

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| Professional career | Activities, knowledge and tasks during the professional career and projects |
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| <p>March 2015 - today</p> <p>Managing director / owner company Hartwig & Löffler H&L Verkaufsbüro H&L Interim Management</p> | <ul style="list-style-type: none"> • 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 |
| <p>April 2012 - February 2015</p> <p>Kind & Co., Edelstahlwerk, KG Head of Sales stainless steel and special alloys</p> | <ul style="list-style-type: none"> • 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 |
| <p>January 2006 - March 2012</p> <p>Kind & Co., Edelstahlwerk, KG Sales Manager Int. Export stainless steel and special alloys</p> | <ul style="list-style-type: none"> • Achievement of the agreed sales targets and results • Development of the export business with a focus on oil and gas production worldwide • Stand construction and dismantling as well as stand service and active trade fair acquisition • 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 |
| Initial and continuing education | |
| <p>September 2003 - January 2006</p> <p>Kind & Co., Edelstahlwerk, KG Training as an industrial clerk</p> | <ul style="list-style-type: none"> • Training and qualification as an industrial clerk • Getting to know all commercial and industrial departments in a medium-sized company with approx. 650 employees |
| <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"> • Fluent written and spoken English • Basic knowledge of French • Basic knowledge of Spanish • Basic knowledge of Italian • 2 - week independent project work in Ireland |



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