



„Open for a new Job“

MACK MANUEL

KONTAKT

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competence profile

Experience

As a dedicated project and sales manager with over 20 years of professional experience, I am accustomed to working in a self-motivated and goal-oriented manner. My broad range of experience in various industries, combined with a constantly growing interest in technology, makes me a versatile and reliable partner both for customers and for internal teams. Cooperative collaboration with customers and colleagues, as well as my goal-oriented approach, are key success factors for me, which I would also like to contribute to your organization in a profitable way.

My strengths

- ✓ Proactive acquisition of new customers, including maintaining existing customer relationships
- ✓ Independent preparation of sales offers through to closing the sale
- ✓ Ongoing observation and evaluation of market and competitive developments
- ✓ Performance-oriented and commercial thinking, including strategic and conflict-free action
- ✓ Ability to understand new situations and customer needs, discuss tailor-made solutions with customers on an equal footing, and present possible solutions

My highlights

- ✓ 20 years of professional experience in project and sales management
- ✓ Experience in establishing existing technologies in new industries and markets
- ✓ Market observation and proactive identification of new business opportunities to increase sales and improve customer relationships in the DACH region
- ✓ Extensive network in various industries
- ✓ Cross-functional and cross-professional qualifications in plant and mechanical engineering
- ✓ Participation in targeted market and potential analyses for strategic sales management

My motivation

- ✓ Optimizing processes sustainably and conserving environmental resources
- ✓ Enthusiasm for constructive discussions with customers in order to develop and implement tailor-made solutions
- ✓ Analyzing development opportunities and working as a team to create and implement strategic measures to achieve these goals
- ✓ Sharing my experience to continuously improve
- ✓ Getting the best out of everyday business
- ✓ Willingness to engage in continuous training and acquire new technical knowledge

My motto

The best ideas usually arise in personal conversations.
“Die deutsche Version finden Sie auf der Rückseite“