



MANUEL MACK

Technical Sales Manager

contact



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industry focus

food industry
mechanical & plant engineering
bulk materials processing
extraction & filtration systems

find me on

LinkedIn

XING



you need a stronger local technical sales presence for german-speaking customers in the D-A-CH region?

I will boost your sales presence in the D-A-CH region and establish direct access to new customers. Through my proactive relationship management, I will reduce your response times to customer needs, build trust, maximise sales potential and play an active role in shaping market developments.



my added value



Identify and attract new customers, build on relationships with existing customers



reduce language barriers with german-speaking customers



Regular face-to-face contact with customers thanks to short distances



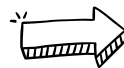
Independent management of sales targets and sales forecasts



Monitoring and analysing the market and the competitive environment



Expanding market and sector knowledge



your success is

to generate more qualified leads, enquiries and sales opportunities

to increases customer satisfaction and builds closer customer relationships

to improves understanding of customers and their needs, and increases sales opportunities

to get a better sales forecast, clear overview of customer opportunities, enabling optimised operational planning

to build up the developing new strategies and corresponding sales initiatives

to optimize the quality of advice and getting faster access to new sectors



relevant business experience

SELF-EMPLOYED (March 2017 - ongoing)

- Conducting customer analyses and identifying what customer needs
- Optimizing internal operational processes related to customer correspondence and general customer communication
- Building long-term customer relationships and developing new business areas
- Identifying new sales strategies, expanding market presence, and driving business growth

MANAGING DIRECTOR (December 2013 – July 2016)

- Following the bankruptcy, I completely restructured the company, ensured its continued operation, and reactivated lost market potential
- Strategic reorientation with regard to the portfolio and competitiveness
- Development and implementation of sustainable growth strategies
- Future-oriented reorientation of customer and supplier relationships; restoration of robust and strategic partnerships



QUALIFICATION

- Strong technical understanding
- Master craftsman in mechanical engineering
- Technical apprenticeship



LANGUAGE SKILLS

- German – native language
- English – B1 (spoken and written)



SELECTED RESULTS

- near 80% reactivation of lost customers following insolvency
- 95% improvement in response times and customer satisfaction
- >25 % expansion of market presence and increase in turnover in the D-A-CH region with products for industry and plant engineering
- Tapping into new, future-oriented markets and industries



LET'S GET STARTED

to discuss how i can strengthen your technical sales presence in the D-A-CH region market and help to reach your goal