

## CV BUSINESS CONSULTANT

<b>Surname, first name:</b>	<i>Ludwigs, Wilfried, born 03.10.1952</i>
<b>Work experience:</b>	
<i>1978 – 1981</i>	<i>AEG-TELEFUNKEN, Frankfurt – Market Research: heating &amp; energy technique, Videotext, Sales- and Production Planning – Construction, Electronics, IT – <a href="http://www.AEG.de">www.AEG.de</a></i>
<i>1982 – 1985</i>	<i>Märkisches Werk GmbH, Halver – CEO, Division Manager: Market Test Electronic Motor Test Equipment, Future Design Division Drop Forge (Sales and Profit Responsibility, 80 employees) – Electronics, regular meetings with Joint Venture Partner in England – <a href="http://www.mwh.de">www.mwh.de</a></i>
<i>1986 – 1993</i>	<i>DORMA GmbH + Co. KG, Ennepetal – Leader Marketing Service and Leader Marketing Door Control: Trademarketing, Sales Start Eastern Germany (after the End of GDR), Search Center Automatic Door Production East Germany (Sales and Cost Responsibility, 40 employees) – Construction, global Marketing responsibility, integration of foreign companies, p.e. Baumgartner into the German market* – <a href="http://www.dorma.com">www.dorma.com</a></i>
<i>1993 – 1995</i>	<i>Kaba Gallenschütz GmbH, Bühl (Baden) – Sales leader: Sales increase, Profit stabilisation, international Sales, change in the organisation (Sales and Profit Responsibility, 45 employees) – construction, regular cooperation with foreign sales organisations, international product layout - <a href="http://www.kaba.com/physical-access-systems/de/kaba/90336/kaba-gallenschuetz.html">http://www.kaba.com/physical-access-systems/de/kaba/90336/kaba-gallenschuetz.html</a></i>
<i>Project 1981</i>	<i>AEG-Hausgeräte, Nürnberg – European Sales- and Production analysis – Construction, IT – direct contact to different sales and product managers in Europe - <a href="http://www.AEG.de">www.AEG.de</a></i>
<i>Projects 1996 – 2016</i>	<i>Kaba Gallenschütz, Bühl; Kaba Rümlang (CH); International Market Analysis*, Product Group Concept*, Customer Relation internal/external – Construction, international contacts - <a href="http://www.kaba.com">www.kaba.com</a></i>
<i>Project 2009 – 2016</i>	<i>BNI member, partner director, establishing of new chapter – misc. - <a href="http://www.bni.com">www.bni.com</a></i>
<i>Projects 2013 – 2014</i>	<i>Steinbeis Hochschule, lecturer – misc. regular English documentation and teaching - <a href="http://www.steinbeis-academy.de/en/">http://www.steinbeis-academy.de/en/</a></i>
<i>Projects 1996 – 2016</i>	<i>Different small German companies: paint and coating crafts and trade, Building Contractor, Metal Workshop, Noise Prevention, Window Profil Systems* – Construction - <a href="http://www.kohlhauer.com">www.kohlhauer.com</a>, <a href="http://www.dz-bau.de">www.dz-bau.de</a>, <a href="http://www.farben-skornia.de">www.farben-skornia.de</a>, <a href="http://www.seiler-fensterbau.de">www.seiler-fensterbau.de</a>, <a href="http://www.profine-group.de">www.profine-group.de</a></i>
<b>Languages</b>	
<i>Mother tongue(s)</i>	<i>German</i>
<i>Other language(s)</i>	<i>English C1, French A2</i>

Bischweier, 7. December 2016

*Wilfried Ludwigs*