



Michal NEUMANN

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Date of birth: 26th February 1975

Place of birth: Zlín, Czech Republic

Nationality: Czech



Work experience

03/2011 to present › MARKET CONNECT › Belgium / Luxembourg
and 01/2005-12/2006 Own consulting company in international business development in Europe and countries of the former Soviet Union

Activities:

- > Consulting in international business development
- > Comparison of potential of countries and results of companies in these countries, identification of priority countries
- > Market research, search of business partners
- > Assistance during commercial negotiations, conclusion and execution of contracts between clients and foreign partners

Results:

- > Assistance to 40+ European SMEs in their international business development
- > Establishing collaboration with other consultants, trade and investment promotion organizations, chambers and associations in different countries (including accreditation as EBRD international advisor, as foreign trade expert of AWEX – Belgian Walloon Export and Foreign Investment Agency and as B2B program coach of Czech Development Agency)

01/2007-02/2011 › CZECHTRADE › Brussels, Belgium – National Trade Promotion Agency
Office Director for Belgium and Luxembourg, Area Manager for Western and Northern Europe

Activities:

- > Managing up to 6 offices in Western and Northern Europe
- > Export consulting, market research, search of business partners
- > Realization of common stands of Czech companies at Belgian and Luxembourgian trade fairs (focus on following sectors: environmental technologies, renewable energies, machinery and equipment, industrial subcontracting, building materials, wood and wooden products, furniture and furniture components, food and beverages)

Results:

- > Western and Northern Europe one of top 3 regions in internal benchmarking
- > Office for Belgium and Luxembourg one of top 5 offices among all CzechTrade's offices abroad in internal benchmarking
- > 24 documented success stories – Czech companies that exported to Belgium and Luxembourg a total volume of over 17 million EUR thanks to the activities of the office

- 09/2002-12/2004 › CZECHTRADE › Copenhagen, Denmark – National Trade Promotion Agency
Office Director for Denmark**
- Activities: > Establishing the office in Denmark
> Hiring and managing a team of 2 people
> Export consulting, market research, search of business partners
> Realization of common stands of Czech companies at Danish and Swedish trade fairs (focus on following sectors: machinery and equipment, industrial subcontracting, building materials, furniture and furniture components, food and beverages)
- Results: > Office for Denmark one of top 5 offices among all CzechTrade's offices abroad in internal benchmarking
> 15 documented success stories – Czech companies that exported to Denmark a total volume of over 3 million EUR thanks to the activities of the office
- 10/2000-07/2002 › ARCELOR AUTO › Eisenhüttenstadt, Germany (Steel Producers)
09/2001-07/2002 Sales Manager responsible for deliveries to an important car producer and its subcontractors in Germany and Poland (Resale program)**
- Activities: > Managing a team of 4 people
> Commercial negotiations with clients and subcontractors
> Preparation of contracts and their execution
> Rationalization of logistical and commercial flows in the Resale program
- Results: > Total savings of over 350 000 EUR yearly
> 50 % reduction of the average stock level (from 8 000 t to 4 000 t)
> Substantial reduction of long-term stock (from 5 000 t under 1 000 t)
- 10/2000-08/2001 Sales Manager for automotive clients (Germany, Poland, Czech Republic)**
- Activities: > Preparation of offers
> Commercial negotiations
> Processing of orders (production, logistics, customs)
- 08/1996-09/2000 › TIGRIS › Zlín, Czech Republic (Book Production and Publishing House)
07/1997-09/2000 Export Manager (part-time job)**
- Activities: > International market research, search of business partners
> Commercial negotiations
> Execution of contracts
- Results: > Achieving a total yearly export of 100 000 EUR (i. e. 23 % of total turnover)
> Realization of complete book production for foreign publishers (Russia, Poland)
> Cooperation with foreign publishers, negotiations of co-editions (France, Germany, USA)
- 08/1996-06/1997 Export Assistant (part-time job)**
- Activities: > International market research, search of business partners
> Commercial negotiations, business correspondence

08/1999-12/1999 › **SCHNEIDER ELECTRIC HIGH VOLTAGE** › Grenoble, France (Power Stations Equipment)

> Realization and presentation of marketing study „Analysis of World Power Generation Market“



Education

10/2006-11/2006 › **DI International Business Development** › Prague, Czech Republic
Training in consultancy in international trade «Export Passport Training»

09/1997-06/2000 › **University of Economics** › Prague, Czech Republic
Specialization: International Trade, Commercial Languages

02/1999-06/1999 › **HEC Business School** › Paris, France
Exchange semester. Specialization: International Management

09/1993-06/1998 › **University of Technology** › Zlín, Czech Republic
Specialization: Management and Economics



Languages

- > **CZECH** (native speaker)
- > **FRENCH** (fluent)
- > **ENGLISH** (fluent)
- > **GERMAN** (fluent)
- > **RUSSIAN** (fluent)
- > **POLISH** (fluent)
- > **SERBIAN/CROATIAN/BOSNIAN** (fluent)
- > **ROMANIAN** (intermediary)
- > **DANISH** (intermediary)



Additional information

Other activities › Former editor-in-chief of a local newspaper and manager of a sport association

Hobbies › Travelling, foreign languages, history, world politics and economy, cinema, world music, swimming, cycling