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Age: 52
Nationality: German
Status: Married with child



COMMERCIAL MANAGEMENT

Diplomas

- 1988 – 1994 **Mechanical Engineer**
Technical University of Munich (Fachhochschule)
- 1996 **European Welding Engineer**
Welding Institute (DVS) - Munich

Professional Experience

- 3/2021 Sales Manager, Glass and Minerals Industry
SCHEUCH (A – Auroldmünster)
Air and environmental technologies
- Business development
 - Implementation of the sales and marketing strateg
 - Key account management (Saint Gobain, Lafarge, Vicat ...)
 - Customer deployment in France, Germany, Austria, Switzerland
- 2016 – 11/2019 **Sales Director**
CAHOUET (F - Montreuil 93)
Pressure regulators for technical gases (Industrial, medical, food applications)
Turnover 2016: 7,5 M€ - Turnover 2019: 9,0 M€
- Business development
 - Implementation of the sales and marketing strategy
 - Team management (15 staff)
 - Market research
 - Key account management (AIR LIQUIDE, LINDE, AIR PRODUCTS ...)
 - Customer deployment in France, Germany, Austria, Switzerland
 - Organization and animation of trade fairs in France, Germany
- 2013 - 2016 **Sales Engineer France / Belgium - home office**
KENNAMETAL - DELORO WEAR SOLUTIONS (D - Koblenz)
Wear technology, special alloys, coatings
Turnover 2013: 1,2 M€ - Turnover 2016: 2,5 M€
- Customer acquisition, business development
 - Support of major customers (automotive, aviation industry)
 - Regular reporting to the German headquarters
 - Elaboration of technical solutions - metallurgical coatings
 - Market analyzes, competition monitoring

2006 - 2013

Engineering Contractor - Industrial Engineering - ALTEN

Projects:

- AREVA - EDF Nuclear valves (F - Montrouge)
DEGREMONT Water treatment plants (F - Rueil Malmaison)
ALSTOM Power plants (F - Belfort)
- Supplier Relationship Management
 - Cost Calculation and investment
 - Preparation of technical specifications for tender
 - Bids analysis and tender evaluation
 - Quality control, equipment qualification

1998 - 2006

After-Sales Service Engineer

AERZEN FRANCE – Subsidiary company of Aerzener Maschinenfabrik (F - Antony)
Compressors, Blowers, Gas meters

Turnover 1998: 1,8 M€ - Turnover 2006: 3,0 M€

- Commercial, technical and administrative management of the after-sales
- Team management (10 staff)
- Result reporting to the parent company
- Training for end-users and distribution companies
- Installation and commissioning of equipment
- Inspections, assessments treatment of warranties
- Regular business trips (France, Germany, North Africa, Asia)

1995 - 1997

Sales Engineer

BURTON'STEEL - BOYER MANUTENTION (F - St. Quentin)

Concrete plants, Conveyor installations

- Customer acquisition (sales) and after-sales service on the German market
- Sizing of conveyor installations
- Organization of exhibitions in Paris and Munich
- Subject specialist welding technology

Languages

German, Romanian: Native speaker

French, English: Fluent (experience of working in these languages)

Other information / Hobbies

- Chess player, traveling
- Work & Travel USA (4 months)
- Coastal boat license, Floor conveyance license
- Various translation tasks