

Profile

Personal Details

Name Joachim Meyn
Address Odenwaldstr. 37
64319 Pfungstadt/Germany
Phone +49 (6157) 911228
Mobile +49 (177) 4630626
Email joachim.meyn@e-meyn.com

Professional Profile

Accomplished and dedicated international and national Sales Director (30+ years professional experience) with also more than 13 years of experience as General Manager and entrepreneur. Sales and management experience cover a variety of industry sectors among them software, capital equipment, engineering and telemarketing/telesales. The markets covered are the German speaking countries and global exports. Has a proven track record in international and national sales, identifying new business opportunities, identifying and opening new markets, building and managing first class sales and telesales/telemarketing teams. Customer focused and commercially aware individual possessing a proven track record in developing and implementing effective sales strategies and sales teams to increase sales and acquire new customers. Is an excellent people manager communicating well in English and German (bilingual). Since 2007 working as an independent Interim Manager, remaining open to working freelance or in permanent positions.

Objective

I am seeking a sufficiently challenging position which makes best use of existing skills and experience and also enables further professional development. The position may be freelance, permanent or as a partner in a start-up.

Key Skills and Achievements

Leadership & Team Building

I am skilled at recruiting, training, developing and motivating direct and indirect (distributors and VARs) national and international sales teams. I normally apply a collaborative and participative leadership style with agreed objectives resulting in high team loyalty; I enjoy acting as role model. If necessary, e.g. in turnaround situations, the switch to objective setting and firm monitoring can be done.

Research and Innovation

Strong technical understanding enabling feedback to design, engineering and development experts on customer requirements to change or improve products, applications and processes or, integrate them with existing machines, applications or processes.

Business Development

I have an excellent track record in continuously building successful new business in a large variety of industry sectors.

Relationship Management

Having grown up in Ghana for a couple of years and later travelled worldwide and done business in a large number of countries a real understanding of different cultures. I easily build customer relations in order to understand and meet their business requirements including bespoke products and services.

Strategy

Having successfully founded new businesses I am capable of developing and implementing the necessary business and sales strategy.

Education and Qualifications

2011	MBA Open University Business School, Milton Keynes The business school belongs to the few with triple accreditation http://www.open.ac.uk/oubs
2010	Postgraduate Diploma in Information Systems Open University, Milton Keynes http://www.open.ac.uk
2009	Bachelor of Science (Open) Main subjects covered were ICT, IS and Management Open University, Milton Keynes http://www.open.ac.uk
1981	Degree as Industriefachwirt with AKAD in Stuttgart http://www.akad.de
1975	Apprenticeship with Ritter AG, manufacturer of dental equipment and Mollberg GmbH & Co. KG, injection moulding

Interim Management Positions

- May 2007 – present day **Independent Interim Manager**
- Present **wuuzaa.eu**: Sales Director
- Past **SALT IT**: heading the business unit Presales Management
- RIX Sales GmbH**: Rix started selling under its own name free flight vouchers originating from Fresh Rewards in Manchester. I was appointed Sales Director Germany to build a small team of sales professionals (four independent sales reps) and build the channel sales. I also evaluated and implemented the CRM system now in use (Sugar CRM). After one year I stepped down as Sales Director afterwards acting as Business Development Manager
Period: 16 months
People management: 4
<http://www.rixsales.de>
- Verlag für Landesamtswesen**
Supported them in restructuring their sales organisation
www.vfst.de
- Cityguide/astramedia**: Build and manage a sales force of 180 sales professionals in Bavaria and Baden-Württemberg selling their combination of search engine optimisation and internet video. The project was cancelled by SALT IT – who deployed me into the project – after just four weeks.
Period: 1 month
People management: 6
- Easy Living/Lechwerke Augsburg**: Build and manage a team of up to 20 sales professionals with the goal of acquiring 4,000 new partners within the retail sector for their loyalty card. We finished six months ahead of schedule
Period: 14 months
People management: 20
<http://www.easy-living.de>
<http://www.lew.de>
- COMCO AG**: Develop a sales strategy covering telemarketing and business development to increase and improve the sales of the security software published by COMCO. The strategy was then implemented by project manager from SALT IT hiring and running a team of six telemarketing people and three account managers
Period: 1 month
<http://www.comco.de>
- T-Systems Multi Media Solutions**: Develop a sales strategy for pushing the sales for Microsoft CRM. After developing the strategy I worked as Interim Manager for several months to implement it by leading a small team of interim sales people
Period: 7 months

People management: 2

<http://www.t-systems-mms.com>

In parallel I developed a sales strategy for their business intelligence solution for online shops. It wasn't implemented by SALT IT as the goal of only four customers per year didn't allow deploying a full sales team.

Employment History

Feb. 2007 – April 2007

Alpha Group GmbH, Aachen

My position was Sales Manager for the group in Germany. The company is owned by CTAC in the Netherlands. The company offers SAP consulting some own templates and applications for retail, warehouse management and logistics. Achievements:

- The most important acquired customers:
 - Diehl, www.diehlako.de
 - Modine, www.modine.com
- Implemented SAP Business One as CRM System.

After four months a decision was made by the parent company in the Netherlands to drop a dedicated sales role in Germany. The company needed more SAP consultants and not more projects.

May 2005 – Jan. 2007

eNovation GmbH, Radolfzell, Germany

Account Manager New Business for Business Intelligence solutions based on the SAP Business Information Warehouse. Some customers I signed up:

- Robert Bosch GmbH, www.bosch.com
- Gallus Ferd. Ruesch, www.gallus.ch
- Merckle (Ratiopharm), www.ratiopharm.com
- Zollern, www.zollern.de
- Diehl, www.diehlako.de
- Saint Gobain Oberland AG, www.saint-gobain.de
- Feldschlösschen Getränke AG, www.feldschloesschen.ch
- Rheinchemie, www.rheinchemie.com
- Unternehmensgruppe Theo Müller www.muellergroup.com
- Stadtwerke Karlsruhe, www.stadtwerke-karlsruhe.de
- BorgWarner Turbo Systems, www.turbos.bwauto.com
- Carl Zeiss, www.zeiss.de
- Uhlmann Pac-Systeme, www.uhlmann.de

Curriculum Vitae Joachim Meyn

- Lapp Service GmbH, www.lappservice.de
- April 2005 in-between jobs
- Sept. 2002 – March 2005 **InterSystems GmbH, Darmstadt, Germany**
InterSystems publish an OODBMS. I was Telesales Manager (Head of Telesales) for the regions DE, CH, AT, CZ and RUS were reporting to me. Achievements:
- Changed focus from purely inbound to mostly outbound work
 - Changed type of work from Telemarketing to real Telesales work incl. negotiating and closing of partner agreements
 - Managed 6 people internationally
 - Set up the necessary reporting
 - Promoted Telesales Manager after six months
 - Team with the best per capita results for two years running within the InterSystems group
- July 2002 - Sept. 2002 in-between jobs
- Jan. 2002 - July 2002 **Babtec Informationssysteme GmbH, Wuppertal, Germany**
Field sales for the Quality Management Software the company is publishing.
- Nov. 2001 - Dec. 2001 **ABI Informatic AG, Urdorf, Switzerland**
After Brainware folded ABI took over the source code of the CRM system published by Brainware.crm AG. I got a *two months contract as freelance* sales to make sure that the existing customers moved their maintenance contracts to ABI. All maintenance contracts could be moved to ABI successfully
- March 2001 - Nov. 2001 **Brainware.crm AG, Aulendorf, Germany**
Regional Sales Manager for the CRM system the company delivered to the SME sector. Sales were accomplished by direct sales and channel sales. Original task was to build up the channel sales. Achievements:
- Changed from channel sales only to a mix of direct and channel sales
 - 6 partners signed up
 - 1.5 million turnover in direct sales
 - Implementation of a small (four people) Telemarketing team
- The company had to declare bankruptcy on October 1st. The turnover just couldn't make up for the excessive spending of the DOTCOM area.

Curriculum Vitae Joachim Meyn

- Jan. 1988 - Feb. 2001 **telefonmarketing A. Meyn GmbH, Walldorf, Germany**
Founded the company and managed it as General Manager and partner (50%) with 30 people employed.
The company was specialised on:
- Capital goods
 - Laboratory equipment
 - Software/IT/Telecommunications
 - Sales trainings
 - Telemarketing trainings
- Some customers I signed up for my company:**
- Merck KGaA
 - SAP AG
 - Business Objects
 - Kretztechnik AG
 - apartis AG
 - Dolphin Telecom
 - WWW-Service, today Verio AG
 - Bran + Luebbe GmbH
 - Carl Zeiss Jena
 - Danka International
 - Knauer GmbH
- Jan. 1987 – Dec. 1987 **Naue GmbH, Weiterstadt, Germany**
Sales Director with proxy. Naue was manufacturer of sterile fittings and filter housings. Customers were the pharmaceutical and biotechnology industry. Task was to introduce a newly developed sterile fitting into the market. Within 12 months the revenue was increased tenfold from € 15.000 per month to 150.000 per month. Responsibility covered the regions DE, AT and CH.
- Jan. 1985 - Dec. 1986 **Concept GmbH, Heidelberg, Germany**
Sales Director with proxy. I was in charge of four field salesmen and three internal sales; exports were worldwide. Concept is manufacturer of plants for the production of super clean fluids and intravenous drips.
- Oct. 1982 - Dec. 1984 **Carl Schenck AG, Darmstadt, Germany**
Export sales manager for engine and vehicle test rigs. I was in charge of Africa, South-East Asia, China and Scandinavia.
- July 1980 - Sept. 1982 **Gebr. M. und R. Vetter GmbH, Frankfurt, Germany**
Freelance sales for screen and offset printing

Curriculum Vitae Joachim Meyn

May 1976 - June 1980 **Deutsche Präzisions Ventil GmbH, Hattersheim, Germany**
Export sales manager. Deutsche Präzision is manufacturer of aerosol valves and subsidiary of Precision Valve in the US. Exports went into the EMEA region mostly.

Jan. 1975 - May 1976 **Compulsory military service**

Miscellaneous

Skills English and German as languages. Fluent English as I attended school in Accra, Ghana; basic programming skills in HTML, CSS and JavaScript. The usual desktop applications like MS-Office, Brilliant Database, FileMaker, FileExpress, Mind Mapping software, a variety of different CRM systems etc. Good negotiating and people management skills.

Interests and Activities Jogging, Computer and Internet, my studies with the Open University, Blues Harp, Reading, Backgammon

References

Available upon request

Honorary Posts

2004 - 2008 Chair of OUSA branch Frankfurt
Open University's Student Association
- www.ousa-frankfurt.de -