

## MY LOGISTIC PROFILE

There are two main focuses in my professional career: Firstly, 22 years of experience working as an employee in the service sectors of freight forwarding, logistics and personnel. Companies such as Birkart, Dachser and Randstad were among my employers. Secondly, working independently as a coach and trainer since 2004.

With this curriculum, I provide insight into my experience in the areas of freight handling and warehousing, as well as related topics such as personnel, hygiene and order picking.

Immediately after my education, I took over the warehouse management for a major food customer. It was a block storage facility with approximately 30 items and up to 2000 full pallets.

As part of an outsourcing project, I was the head of the shipping office at a customer (a printing company) responsible for outbound goods and a book order picking warehouse. About 500 items were managed and shipped under my supervision by two commercial employees.

From 1993 to 1998, I worked for the "Fresh Service" division of Dachser as head of department of the local transport fleet and then as the sales manager for Fresh Service. This role involved topics such as route planning, organization of the flow of goods, hygiene, cleanliness, continuous cold chain, food contract logistics, warehousing and compensation of picking teams based on "EOGA = Success-Oriented Group Work". Starting in 1999, I was the overall sales manager responsible for all customers of the Dachser branch in Nuremberg, hereby having achieved great success.

As the manager of two branches at Randstad (2001 – 2004), a key focus was the professional and disciplinary management of unskilled and skilled workers from various countries of origin. In the warehouse sector, for example, picking teams were deployed in a central food warehouse based on "pick performance." Additionally, I was responsible for in-house projects and outsourcing involved.

### Education:

Secondary Public School Certificate  
(Commercial School)

### Training for the First Career Phase:

1985: Freight Forwarding Agent (IHK)  
1989: Transport Specialist (DAV)  
1997: Coaching as a Supervisor

### Training for the Second Career Phase:

2004: Basic Psychological Training with Certification  
2005: Team Development Trainer (Outdoor)  
2008 - 2010: Person-Centered Counselor (GwG / DGfB)

### Training Focus Areas:

- Leadership Training
- Leadership Development
- Team Development
- Customer Orientation
- Sales Orientation
- Change Management - Accompanying Optimization, Change Processes, SWOT
- Leadership Coaching
- Business Coaching / Entrepreneur Coaching Entrepreneurs within the Company.

References available upon request!