



Jürgen Pohl
 Jahnstrasse 3
 01979 Lauchhammer
 Germany

+49 172 355 1647
juergen.pohl@mac.com

- Married, one child
- Date of birth: 26.06.1958
- Place of birth: Lauchhammer
- Title: M.Eng in IT

Career objective: business-unit manager
 in international enterprise
 with need for hands-on mentality and creativity

Sales	Business development	Project management	Store construction/design
<p>B2B Experience with distributors and OEM clients (ICT and consumer electronics)</p> <p>Developing sales and product strategies in various markets</p> <p>Creating win-win relationship with colleagues, clients, and cooperation partners</p> <p>RETAIL Managing 23 retail stores</p> <p>Managing four hypermarkets (consumer goods), responsible for annual turnover and results of €30 million</p> <p>Knowhow of international sales organisations (MM, ELDORADO, and DIXONS; 12 years)</p>	<p>Setting up and restructuring three expansion organisations in retail chain stores (with respect to operations and organisation) with 60 employees</p> <p>Planning and implementing market analyses</p> <p>Developing and implementing regional sales plans</p> <p>Evaluating sites using development and implementation of shop plans</p> <p>Strategic implementation of location replanning and renovation</p> <p>Experience of 10 years in managing and creating markets as well as sales teams in international context (Eastern Europe/ Russia/UK)</p>	<p>Technical project planning and management in interior-construction completion/store construction</p> <p>International project and time management (deadlines, capacity, etc.), quality, costs, and service; (four years; volume of up to €3 million)</p> <p>Management responsibility for and motivation of international project teams (20 employees)</p> <p>Communication interface between sales, construction, technology, and construction site</p> <p>Coordinating suppliers and partner firms</p> <p>Supervising entire project including commissioning prior to delivery</p>	<p>Designing, coordinating, and managing consumer-electronics-centre/store-construction projects/ technical knowledge of all project stages (10 years)</p> <p>Implementing standard details as manual and online tool; experience in design details</p> <p>Assisting specialised purchasing in supplier selection for store construction; cost reduction of up to 30%</p> <p>Developing and implementing plan for pick-up stores of online dealer (two years)</p>
<p>Long-time management experience in sales (various retail channels)</p> <p>Experience in Europe-wide sales management</p>	<p>Strategic and operational international expansion management for sales and service structures</p> <p>Setting up start-ups</p>	<p>Several years professional experience in international project-management functions, from conception phase to project implementation</p>	<p>Individual PoS-related solutions (planning, execution, and management)</p> <p>Developing shop concepts</p>

Languages: native German speaker, fluent in business English, and fluent in Russian and Polish

Computer Skills: MS-Office, iWork, iLife, MS-Projekt, Merlin

Interests: technical affinity with IT, telecommunication, and consumer-electronic products