

Business Developer & Kick Starter

Since 2000, I have lived in Spain. Now, I am moving back to Denmark (close to CPH) with my family. My wife is judge of courts and together we have two children aged 1 and 3.

As self-employed consultant I assist public and private companies in sales and analysis related assignments across industries.

Now, I am looking for a job in a sales and/or analytical function within the IT- and consultancy industries. However, as to my cross industrial experience, I am also open towards other industries – most important is the environment and the professional process.

Track record available – I document for results within Sales, Analysis, Projects & NewBizz.



Have been **No. 1 in sales** throughout all my sales related jobs:

- as **Investment Sales Executive** during 5 years for Scandinavian's largest Real Estate agency in Southern Spain
- as Technical Sales Executive of complex IT-solutions and indoor climate solutions to international markets.

I have been **Project Manager** on a 2 years project with **Region H** (Capital Region of Denmark).

Have handled start-up of subsidiary with **Velux in Argentina.**

Have carried out **market entries** for companies on export markets.

Have been **headhunted** for all my jobs throughout 10 years.

Founder & Owner of consultancy since 2005

Understand the Persons
Understand the Processes
MAKE IT HAPPEN

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*Documentation in CV below
and on my web: www.contacto.dk*



Danish · 41 years
Married · 2 children

Working experience

Founder and Owner at **Contacto.dk** (current since 2005).

Self-employed Business Development Consultant. Development, launch, and running of my company. Strategy, website, proactive (canvas) sales and production and ongoing client development.

· *Results: Satisfied long term clients. Profitable company since Jan. 2011.*

Sales & Business Development, Consultant for **Casa Una** (2005-2010).

Sale of properties for the largest Scandinavian real estate agency in Southern Spain. Training of staff. Negotiations on top level. Business development and marketing. Developed and implemented IT management systems for business process such as a competitor monitoring system.

· *Results: "Top of sales". +600 property listings. Streamlined the company. Was headhunted.*

Account Manager & Business Developer for **Acom Electric** (2003-2005).

Technical project sales of complex acclimatizing solutions. Analysis of indoor climate. Interface between client and technical Dept. (System Requirement Specs., etc.). Development of IT management system for statistics.

· *Results: No. of sales in the period: 875 = month avg.: 30. No. of sold units (price range €500 - €18,000): 1.562 = month avg. of 54. Closing rate: 72%. Developed successful sales agent network. Was headhunted.*

Business Developer & Project Manager (2002-03).

Start-up of daughter company within real estate. Development and implementation of analysis and strategy. Daily running. Close sparring with Vagn T. Poulsen (former Man. Dir. at Vestas)

· *Results: Successful implementation an well working company. Was headhunted.*

Business Development Manager for **Zapin** (2000-02).

Complex project sales of IT solutions. Interface between clients and technical dpt. Development and implementation of IT management systems and procedures for cross organizational workflow. Training of staff.

· *Results: 75 canvas sales + 19 sales via leads. Streamlined company. Via this job I was headhunted for the jobs at VTP, Acom Electric, Casa Una and offered a 4th job at Investor Luxembourg SA (Mr. Uwe Nielsen).*

CEO Assistant for **Gate Eleven, Kai Dige Bach** (1999-2000).

Production of marketing materials. Development and implementation of new working procedures.

Project Coordinator for **Velux** (1998-99).

Start-up of Velux' daughter company in Argentina. Development and implementation of procedures, systems and documents. Support to dealers and sales staff. Interface between Velux Argentina and Velux Denmark.

Export Consultant at the **Danish Embassy in Buenos Aires** (1997-98).

Export consultancy for Danish companies with activities in Argentina. Market and sector analysis, economic reports, exhibitions, etc.

Education & Certificates

2013: PRINCE2 Foundation, ILX Group, British Consulate, Madrid

1996: Market Economist, Business School of Ballerup (West Copenhagen)

Languages

- Mother tongue: Danish
- Write and speak: English and Spanish
- Speak: Portuguese, Swedish, Norwegian and German.

Courses

- Sales course, 2005, Viva Group
- Project Management, 2000
- Sales on International Markets, 1996, FUHU and Chamber of Commerce of Madrid

IT

MS Office and MS Project. Experience with website development and SEO and with related languages and technologies: HTML, FTP, MySQL, etc.

Recommendations

Available on request:

- List of references – clients at my company
- Written recommendations from all former employers.

Interests

Sports: Football, handball, tennis and ski.

Linkedin

www.linkedin.com/in/carstengrube

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