

MANUEL SCHERER

Personal Information

Nationality: Austrian
Date of birth/city: September 4, 1980 in Vienna/Austria
Family status: Married
Address: Am Hausacker 8A
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Work Experience

- Since 12/2006 Mitsui & Co. Deutschland GmbH; Düsseldorf, Germany
Sales Manager of chemical additives to the polymer industry (mainly PVC, PO, engineering plastics and epoxy):
- Strengthening of market leader position and expansion of business to growth markets
 - Co-Development of a marketing conception for a certain additives portfolio
 - Turnover-, profit-, and budget responsibility
 - Responsibility in security trade control, risk management and REACH
 - Balancing interests of suppliers, colleagues in European offices, agents and customers
 - Creation of market- and competition analyses
 - Presentation at international trade fairs and sales conferences
- 01/2006 – 07/2006 Interconnection Consulting GmbH; Vienna, Austria
Junior Market Analyst in multi-client market research:
- Contribution to- and independent creation of international market studies: research, data collection and preparation, analysis
 - Press releases on the findings of market studies, expert talks, coordination of call center, data bank administration

Education

- Since 01/2011 Executive **MBA** Programme in General Management at the **Düsseldorf Business School**
- 09/2004 – 10/2005 **Vienna University/Austria and the Jagiellonian University Cracow/Poland**
Postgradual double degree course *European Studies*
Title of qualification awarded: **Master of European Studies** (excellent success)
- 09/2003 – 05/2004 **Soldier** in the Austrian Military
- 01/1999 – 09/2003 **University of California, Santa Barbara/USA; University of Toledo/Ohio/USA; American University in Washington D.C./USA**
Undergraduate study in *Political Science/Business Administration*
Title of qualification awarded: **Bachelor of Arts** (summa cum laude)

Other Education

Participation at the **Business Seminar** within the framework of the **2010 Mitsui Japan Trainee Programme** in Yugawara/Japan (06/2010)
Participation at the Austrian-Polish Summer College conducted by the Jagiellonian University in Cracow/Poland (07-08/2005)

Languages and IT Skills

German (mother tongue), English (fluent spoken and written), Polish (fluent spoken and written), Russian (advanced); MS Office (Word, Excel, Powerpoint); SAP R/3

Personal Interests

Member of Joan Kukuzel Choir in Kevelaer
Opera and classical music