

Commercial Transformation Project Management

Principal	Function	Task	Duration
Tier 1 supplier to the automotive industry	Sales	Transformation Project Management	11 months
Problem statement			
Support required in the definition, planning and execution of business transformation projects related to the revamping of sales operations and commercial excellence			
Mission			
Optimization of the business acquisition processes, improvement and professionalization of the approach with distributors, improvement of pricing & trading processes for portfolio products			
Achievements			
<ul style="list-style-type: none"> - Definition of all relevant business development sub-processes, development of concepts to systematize the identification of opportunities, creation of a digitalized business development dashboard, training of the sales and product management team members worldwide - Optimization and digitalization of pricing determination processes for multi-customers & standard products - Development of commercial negotiation strategies in the context of a significant increase in raw material and component costs - Enhancement of the marketing of standard products & improvement of the collaboration with distributors 			