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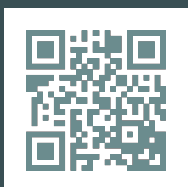
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SCHULZE CONSULT



VITA

Since 2004
SCHULZE CONSULT

Involvement in a number of successful projects in medium sized companies.

2004

FOUNDING OF AIR UMWELT GmbH

Set up this company with environmental focus. Over the years the company built a solid reputation in its field. As Managing director I'm responsible for all administration functions including legal and shareholder affairs.

1991 – 2004

FOUNDING OF MERLIN DIAGNOSTIKA GmbH

Started a microbiological diagnostics company with independent departments for research, production, quality control and sales. Within eight years, the company grew to 50 employees. I was personally responsible for building the sales and marketing organization, managing all administration functions, including shareholder affairs. After successfully looking for a suitable successor in management, I sold my shares and handed over the reigns to a new person.

1986 – 1991

R & D / SALES & MARKETING IN DIAGNOSTIC INDUSTRY

Head of research at Flow Laboratories GmbH. Moved to Product management once the new technology became marketable.

1980 – 1986

ROUTINE DIAGNOSTICS

Special assistant in microbiology in both private and public laboratories.



SCHULZE CONSULT OFFERS

ACTIVE COLLABORATION IN ANY BUSINESS WE CONSULT WITH

We take on total responsibility for a project(s) objectives outlined by your company. We can/will help you define strategic direction in various countries. The company makes the decisions and we take care of the implementation. We will analyze different opportunities as they present themselves and submit proposals how to proceed. We can manage and assess you current distributor partners and make recommendations on distribution expansion. We will work with your company until a solid distributor network is established giving your company the option of continuing working with us or establishing your own team.

Projects executed since 2004

- Hired and trained a sales team in Germany for a young diagnostic company with brand new technology.
- International market survey for a well-established German diagnostic company to evaluate international market opportunities for their products and as a result established an Export Department in the company.
- Market survey for clients directed to identify products from other manufacturers to compliment the companies existing product range.
- Implementation of trading goods in company organization.
- Took a leadership position in the company to expand the sales team.
- Initiated and established R & D relationships with different entities ranging from universities or other companies with complementary knowledge.
- Established international distribution network in Europe and Asia.
- Conducted market surveys for a number of foreign companies to evaluate marketing opportunities in the German diagnostic market.