

## PERSONAL DETAILS

**Name:** Stefan Faust

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**Work Email:** info@stefanfaust.net

**Nationality:** German

## PROFILE

Dear Sir,

you offer several career opportunities. I hereby apply for adding my profile to your database.  
What can I offer to your clients ?

Many years experience in small-scale corporate governance and IT industry marketing.

Range of applications:

Management, interim management

Project management, organisation

Sales, sales support

Marketing, product marketing

Consulting IT projects

Training

General Emphasis:

Since 1990 experienced in IT-business

Management and business experience national and international

Interpersonal skills, sales and customer training

Marketing, public relation

Networking, eCommerce, supply chain

Please visit my web site for more detailed informations:

[http://www.stefanfaust.net/index\\_e.html](http://www.stefanfaust.net/index_e.html)

CV, profile and references here:

[http://www.stefanfaust.net/downloads\\_e.html](http://www.stefanfaust.net/downloads_e.html)

Thank you for consideration.

Yours faithfully,

Stefan Faust

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## EMPLOYMENT SUMMARY

Employer	Job Title	Job Type	Sector	From	To
PosterNow GmbH	Managing Director and shareholder		-	Jan00	Present
PosterNow GmbH	Managing Director / Freelance	Contract/Temp		Jan96	Jan06
Network Systems GmbH	Marketing Manager Central European Region	Permanent		May93	Dec95
search engine optimisation	Human resource management		-	Jan93	Jan95
UB Networks (Ungermann-Bass) Germany GmbH	Product Marketing Manager	Permanent		Apr91	Jan93
UB Networks (Ungermann-Bass) Germany GmbH	System Engineer	Permanent		Jan89	Mar91

## CORE SKILLS (Last reviewed: Wednesday, June 14, 2006 1:38:08 PM)

### Product Skills

- E-Commerce software

### Experience

>5 yrs

### Business Skills

- Budgeting (Financial Management) ...
- Pricing & Profitability (Financial Strategy & Planning) ...
- E-Commerce (Information Technology) ...
- Web Site Strategy (E-Commerce) ...
- IT Management (Information Technology) ...
- Web Services (Information Technology) ...
- Senior Management (Management) ...
- Team Leadership (Management) ...
- Product Management (Marketing) ...
- Public Relations (Marketing) ...
- New Business Development (Sales) ...
- Sales Analysis (Sales Strategy) ...

### Experience

>5 yrs  
>5 yrs  
>5 yrs  
>5 yrs  
4 - 5 yrs  
>5 yrs  
>5 yrs  
>5 yrs  
4 - 5 yrs  
>5 yrs  
>5 yrs  
>5 yrs

### Roles

- Managing Director (General Management)
- Business Manager (General Management)
- General Manager (General Management)
- Marketing (Sales, Marketing & Account Management)
- e-Marketing (Marketing)
- Marketing Manager (Generalists)
- Sales Support (General Sales)
- Pre Sales Support (Sales)

### Experience

>5 yrs  
>5 yrs  
>5 yrs  
3 - 4 yrs  
>5 yrs  
2 - 3 yrs  
4 - 5 yrs  
3 - 4 yrs

### Industry & Company Experience

- Marketing and Sales Promotion (Retail & Distribution)
- Merchandising/Buying (Retail & Distribution)
- On-line Retailing (Retail & Distribution)
- Ordering, Handling, and Delivery Systems (Retail & Distribution)
- Product Planning (Retail & Distribution)
- Sales (Retail & Distribution)

### Experience

>5 yrs  
>5 yrs  
>5 yrs  
>5 yrs  
>5 yrs  
>5 yrs

### Languages

- Arabic
- English
- German
- Russian
- Spanish

### Written Level

Basic  
Business  
Native Writer  
Basic  
Intermediate

### Spoken Level

Basic  
Fluent  
Native  
Basic  
Intermediate

## EMPLOYMENT HISTORY

**PosterNow GmbH****Jan00 - Present****Managing Director and shareholder,**

Remit, Responsibilities, Emphasis:  
Company management, executive  
Strategic planning and product placement  
Project management of planning, design and operating of the online shopping site including data base, multilingual and multicurrency ordering system function and integration of supply chain processes  
Internet marketing (mailing, banner, affiliate-programs, auctions)  
Human resource management, responsible for up to 38 employees  
Public relations  
Turnover 1.2 Mio Euro per year, about 370,000 customers worldwide

**PosterNow GmbH****Jan96 - Jan06****Managing Director / Freelance, Contract/Temp**

Company management, executive  
Strategic planning and product placement  
Project management of planning, design and operating of the online shopping site including data base, multilingual and multicurrency ordering system function and integration of supply chain processes  
Internet marketing (mailing, banner, affiliate-programs, auctions)  
Human resource management, responsible for up to 38 employees  
Public relations  
Turnover 1.2 Mio Euro per year, about 370,000 customers worldwide

Provider service, web space, domain name service, web design.  
Planning, development and operating of a search engine  
<http://www.shopping-service.de>  
Planning, development and operating online shopping sites with data base integration and ordering functionality  
Internet marketing, mailing list processing, banner, affiliate programs, search engine optimisation  
Human resource management for freelancers  
Public relations, press campaigns

More information here: <http://www.stefanfaust.net>

**Network Systems GmbH****May93 - Dec95****Marketing Manager Central European Region, Permanent**

Remit, Responsibilities, Emphasis:  
Mid and long term strategic planning, product placement, Business development, build up of strategic partnerships e.g. - Deutsche Telekom  
- DeTeSystem  
- Alcatel  
- Siemens  
Market and competition analysis  
Budgeting and profit/loss responsibility  
Sole responsibility for organisation and accomplishment of fairs, trade shows, roadshows and customer events  
Responsible for 3 product marketing managers  
Training and education of sales representatives  
Publication of professional articles  
Marketing communication, public relation, press campaigns, supervising of the PR agency

More information here: <http://www.stefanfaust.net>

**search engine optimisation****Jan93 - Jan95****Human resource management,****UB Networks (Ungermann-Bass) Germany GmbH****Apr91 - Jan93****Product Marketing Manager, Permanent**

Analysis and evaluation of market needs  
Demand analysis of technical product requirements, product management  
Support of the american and european headquarter in creating market and competitive analysis for the german market  
Support of the european marketing organisation in terms of public relation and co-operation with PR agencies  
Organisation of fairs and trade shows  
Participation of congresses and seminars  
Attending of internal and external training, national and international  
Customer and staff training  
Publication of articles

More information here: <http://www.stefanfaust.net>

**UB Networks (Ungermann-Bass) Germany GmbH****Jan89 - Mar91****System Engineer, Permanent**

Design of network concepts according to customer demands  
Product consulting and customer presentations  
Installation at customer sites  
Organisation and supervising of updates and hotline as well as maintaining the inhouse network

Preparation and Installation of test installations  
Responsible for managing of support contract customers

More information here: <http://www.stefanfaust.net>

## EDUCATION

School/College/University	Qualification	Start	End/Completion
University of Applied Sciences Frankfurt, Germany	Diplom-Ingenieur Electrical Engineering, Information Technology	1986	1990
Technical College, Werner v. Siemens	University entrance permit (Certificate of Maturity)	1985	1986
German Telekom	Technician Telecommunication Systems	1975	1977
Polytechnic High School	Secondary school	1965	1975

## HOBBIES AND INTERESTS

Photography  
Art  
Literature  
Music (active)  
Swimming, Biking, Skiing

## REFEREES

Please see:  
<http://www.stefanfaust.net>

## ALL SKILLS

Product Skills	Experience
• E-Commerce software	>5 yrs
• Supply Chain Management (BPCS)	>5 yrs
• Partner Collaborative Commerce (Partner Relationship Management Solution)	4 - 5 yrs
• SAP FI (SAP Functional)	< 3 mths
• SAP MM (SAP Functional)	< 3 mths
• SAP SCM (SAP)	< 3 mths
• MS Access (RDBMS (Relational Databases))	2 - 3 yrs
• MYSQL (RDBMS (Relational Databases))	3 - 4 yrs
• MS Access	4 - 5 yrs
• Pascal (Languages & Development Tools)	6 - 12 mths
• PERL (Languages & Development Tools)	4 - 5 yrs
• SQL (Languages & Development Tools)	2 - 3 yrs
• HTML (Web Based Languages)	>5 yrs
• JavaScript (Web Based Languages)	4 - 5 yrs
• VB Script (Web Based Languages)	6 - 12 mths
• Adobe (Web Graphical/Video Design Tools)	>5 yrs
• GIF (Web Graphical/Video Design Tools)	>5 yrs
• JPEG (Web Graphical/Video Design Tools)	>5 yrs
• FrontPage (Web Graphical/Video Design Tools)	>5 yrs
• Photoshop (Web Graphical/Video Design Tools)	>5 yrs
• Token Ring (LAN)	3 - 4 yrs
• Hubs (Networking & Communications)	-
• Network Design (Networking & Communications)	4 - 5 yrs
• AppleTalk (Networking Protocols)	2 - 3 yrs
• DNS (Networking Protocols)	3 - 4 yrs
• FDDI (Networking Protocols)	-
• FTP (Networking Protocols)	2 - 3 yrs
• OSPF (Networking Protocols)	-

• RIP (Networking Protocols)	-
• SMTP (Networking Protocols)	-
• SNMP (Networking Protocols)	3 - 4 yrs
• TCP/IP (Networking Protocols)	>5 yrs
• Routers & Switches (Networking & Communications)	4 - 5 yrs
• Wellfleet (Routers & Switches)	-
• Apple MacIntosh OS (Operating Systems)	6 - 12 mths
• FreeBSD (Operating Systems)	3 - 4 yrs
• DOS/ESA (IBM Operating Systems)	2 - 3 yrs
• OS/2 (IBM Operating Systems)	2 - 3 yrs
• NT 4.0 (NT Server)	2 - 3 yrs
• UNIX (Operating Systems)	2 - 3 yrs
• FreeBSD (UNIX)	2 - 3 yrs
• Linux (UNIX)	2 - 3 yrs
• Debian (Linux)	-
• Red Hat (Linux)	1 - 1.5 yrs
• Suse (Linux)	3 - 4 yrs
• Internet (Personal Computer)	>5 yrs
• Excel (Microsoft Office Suite)	>5 yrs
• PowerPoint (Microsoft Office Suite)	>5 yrs
• Word (Microsoft Office Suite)	>5 yrs
• Microsoft Outlook (Personal Computer)	>5 yrs
• MS Project 2003 (MS Project)	2 - 3 yrs
• SSH (Firewalls & Network Security)	6 - 12 mths
• Telnet Servers (Server Software)	>5 yrs
• Apache (Web Servers)	>5 yrs
• Sambar Server (Web Servers)	-

#### **Business Skills**

	<b>Experience</b>
• Marketing Analysis (Analysis ) ...	4 - 5 yrs
• Consultancy ...	-
• Customer Services ...	3 - 4 yrs
• Accountancy (Finance) ...	3 - 4 yrs
• Budgeting (Financial Management) ...	>5 yrs
• Pricing & Profitability (Financial Strategy & Planning) ...	>5 yrs
• Resource Management (Resourcing) ...	>5 yrs
• E-Commerce (Information Technology) ...	>5 yrs
• Web Site Strategy (E-Commerce) ...	>5 yrs
• IT Management (Information Technology) ...	4 - 5 yrs
• Web Services (Information Technology) ...	>5 yrs
• People Management (Management) ...	>5 yrs
• Problem Management (Management) ...	4 - 5 yrs
• Project Management (Management) ...	4 - 5 yrs
• Senior Management (Management) ...	>5 yrs
• Team Leadership (Management) ...	>5 yrs
• Marketing (Sales, Marketing & Account Management) ...	-
• Product Management (Marketing) ...	4 - 5 yrs
• Public Relations (Marketing) ...	>5 yrs
• New Business Development (Sales) ...	>5 yrs
• Presentation Skills (Sales) ...	>5 yrs
• Product Sales (Sales) ...	-
• Sales Strategy (Sales) ...	>5 yrs
• Sales Analysis (Sales Strategy) ...	>5 yrs

#### **Roles**

	<b>Experience</b>
• Managing Director (General Management)	>5 yrs

• Business Manager (General Management)	>5 yrs
• General Manager (General Management)	>5 yrs
• Information Technology	>5 yrs
• Multimedia/Graphic Designer (Software Development / Design)	3 - 4 yrs
• System & Network Engineer (Information Technology)	4 - 5 yrs
• Systems Engineer (System & Network Engineer)	3 - 4 yrs
• Marketing (Sales, Marketing & Account Management)	3 - 4 yrs
• e-Marketing (Marketing)	>5 yrs
• Head of Marketing (Generalists)	2 - 3 yrs
• Marketing Manager (Generalists)	2 - 3 yrs
• Product Management (Marketing)	3 - 4 yrs
• Product Manager (Product Management)	3 - 4 yrs
• Senior Product Manager (Product Management)	3 - 4 yrs
• Business Development (Sales)	-
• Sales Support (General Sales)	4 - 5 yrs
• Pre Sales Support (Sales)	3 - 4 yrs

#### Industry & Company Experience

#### Experience

• Computer / Electrical Engineering (Engineering)	-
• IT Service Provider (Information Technology)	>5 yrs
• Cash and Credit Processing (Retail & Distribution)	>5 yrs
• Customer Relationship Management (Retail & Distribution)	4 - 5 yrs
• Distribution/Logistics (Retail & Distribution)	>5 yrs
• Inventory Control (Retail & Distribution)	4 - 5 yrs
• Marketing and Sales Promotion (Retail & Distribution)	>5 yrs
• Merchandising/Buying (Retail & Distribution)	>5 yrs
• On-line Retailing (Retail & Distribution)	>5 yrs
• Ordering, Handling, and Delivery Systems (Retail & Distribution)	>5 yrs
• Product Planning (Retail & Distribution)	>5 yrs
• Sales (Retail & Distribution)	>5 yrs
• Supply Chain Extranets (Retail & Distribution)	>5 yrs
• Telecommunications (Industry & Company Experience)	>5 yrs
• Data Communications (Telecommunications)	4 - 5 yrs
• Network Solutions Delivery (Telecommunications)	3 - 4 yrs
• Online Service Providers (Telecommunications)	3 - 4 yrs
• Start-ups (Unspecified)	>5 yrs

#### Qualifications & Memberships

- Degree
- Postgraduate Degree

#### Languages

- Arabic
- English
- German
- Russian
- Spanish

Written Level	Spoken Level
Basic	Basic
Business	Fluent
Native Writer	Native
Basic	Basic
Intermediate	Intermediate