

## Partner Profile



### Frank Spanehl

(Year of Birth 1966)



#### Background

- Long term senior management experience in international sales positions as Director of Sales in Mechanical Engineering, Computer / IT and construction industries
- Leadership positions in sales, project management and construction management
- Structure of distributors networks, reshaping of sales organizations
- Certified Trainer for Value Selling (Black Belt), Target Account Selling, InfoMentis and Solution Selling

#### Executive Search

- Search and selection of highly qualified executives and specialists in all functional areas of your company in the following sectors:  
**Mechanical engineering, shipbuilding, metal processing industry**
- Benchmarking and personnel development for sales positions

#### Business Consulting

- Development and optimization of sales organizations and processes
- Sales strategies
- Branding, definition of target groups, targeting, successful communication with the target groups
- Analysis and optimization of internal processes in particular sales, marketing, QA, production, product management

#### Sales Training and Coaching

##### Training with certification for:

Value Selling, Target Account Selling, Solution Selling and InfoMentis  
Individual sales and management coaching