

## Business Development:

- Are you looking for a new market in the middle of Europe?
- Do you want to place your products, services and solutions on the German market?
- Do you want to get fast and professional access to the market?
- Are you looking for a contact person who comprehensively supports and accompanies you in the implementation of the tasks?

# **We offer them competent and tailored solutions:**

- We have relevant and many years of experience in the automotive, shipbuilding, mechanical and plant engineering!
- We are commissioned by German companies as problem solvers!
- We know the needs and requirements of the market! We are your door opener in an exciting market!

# Christian-Henning-Consulting

## Your real partner:

- We support you in choosing the right location, the right products and accompany you in the administrative tasks on site.
- Together with you, we develop tailor-made market entry and are the first point of contact for your customers.
- We accompany you on customer appointments and organize events and exhibitions.
- We are your representative in a new market.

## That's what we stand for:

- Professional and serious on-site support
- Market knowledge
- Dynamics and flexibility
- Management experience
- Internationality

## Step by Step:

- Kickoff meeting
- Definition of products, objective, region
- Clarification of administrative requirements
- market analysis
- customer approach
- Communication between customers and you
- Contracting and delivery
- Aftersales care

## Christian Henning, Dipl.-Wirtschafts-Ingenieur

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Over 15 years leadership and project experience.

In industries such as automotive, plant and mechanical engineering, shipbuilding and household products gained experience in the procurement of plastic components and granules / batch, metal (raw material, components), mechatronics (harnesses, propulsion systems, PCB), covers (leather, textile), Foam and services along the entire supply chain are collected as TIER 1 and TIER 2 (all car OEMs, trucks and commercial vehicles).

### Career history:

- Education power electrician / power plant electrician In-service training as a state-certified technician with a focus on electronics
- Head of Department Profit Center Training and Education (technical trainings for OEMs)
- Head of Sales and Marketing (Structure System Integrator Partner Concept)
- Part-time studies of a Diplom-Wirtschafts-Ingenieur with a focus on corporate management and production
- Head of Materials Management (Plant Engineering)
- Head of Sourcing and Logistics (Shipbuilding)
- Head of Global Procurement and SCM (Automotive)
- Interim manager (Christian Henning Consulting)

### Focus in the area:

- Vehicles and suppliers
- supplier management
- increase efficiency
- Business Process Optimization
- Cost-down programs

### Selected reference projects:

- Interim Management Strategic Purchasing
- Accompaniment of factory construction in China
- Interim Supply Chain Manager
- Construction of a purchasing department
- Accompaniment Bankruptcy Process
- Coaching of employees and management
- Lecturer in economics