

# VINCENT STICH



SALES & BUSINESS  
DEVELOPMENT



## CONTACT ME

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## SKILLS

WORD

EXCEL

POWERPOINT

CRM SYSTEMS

● SAGE SALES LOGIX

● LIME

● MICROSOFT  
DYNAMICS 365



## LANGUAGES

- FRENCH (Native)
- GERMAN (Fluent)
- ENGLISH (Fluent)
- DUTCH (Fluent)
- SPANISH (Basics)



## INTERESTS

- FAMILY
- ENDURANCE SPORTS
- NEWS AND TECHNOLOGIES



## SUMMARY

Experienced Sales & Business Development Professional with 30 years of proven success in the automotive industry. Dynamic and results-driven, with a track record of driving revenue growth through strategic planning, client relationship management, and team leadership. Adept at identifying market opportunities, developing key accounts, and fostering long-lasting partnerships.



## EXPERIENCE

### STICH CONSULT SPRL

Jan 2014 —

Founder of STICH CONSULT Sprl  
Independent International Sales Consultant active in Sales Development and Customer Support in different industries

### CURRENT PARTNERSHIP :

HARNEX      PERSSON      NU-TECK COUPLINGS  
PROJI      SHORE AUTO RUBBER EXPORTS      AND MORE

### JX NIPPON ANCI SAS

05/2007-12/2013

Subsidiary of JX Groups, Japanese conglomerate active in oil and metals.  
Manufacturer of cross laminated nonwovens active in different industries like construction, home interior, automotive....  
Area Sales Manager and Key Account for the European automotive industry

### TEN CATE ENBI KFT

10/2006-04/2007

Manufacturer of technical rubber and PU rollers for the office equipment industry  
Key Account Manager for Central Europe

### ABA AUTOMOTIVE

01/1999-09/2006

Manufacturer of hose and pipe clamps for the Automotive industry  
Key Account Manager and Project Coordinator for German car manufacturers and sub-suppliers

### HÜLLENKREMER CONTAINERBAU GMBH

01/1997-12/1998

Manufacturer of containers for the recycling Industry  
External sales for the Benelux market

### JACQUET BENELUX S.A

02/1996-12/1996

Manufacturer of pre-cut metal plates and sheets  
Internal sales responsible for the Benelux market

### OXYBEL S.A

07/1995-01/1996

Stainless steel plates dealer  
Internal sales responsible for the German market



## EDUCATION

1993-1995

### BELGIUM

GRADUATE IN FOREIGN TRADE OF THE LIÈGE BUSINESS SCHOOL