

MARC A. PARMENTIER

Director Operations, Business Development, Staffing & Recruitment 4.0

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Bad Tölz, Germany



EXPERIENCE

Founding Partner

prediso.tech

07/2021 - Ongoing Bad Tölz, Germany

Management Consulting for Sales, Marketing, HR High Tech / High Growth Companies Future Demand First approach

- Predictive Sales Solutions as a Service
- Predictive Sourcing Solutions as a Service
- Growth "Planning & Execution" Methodologies
- Change Management (M&A, Career, Software)

Partner - Business Development & Staffing

elpix AG

03/2020 - 05/2021 Remote & Essen

www.elpix.ag

elpix AG is a specialized IT-Consultancy "Made in Germany". Our best in class IT-Services & Solutions guarantee digital diversity. We offer Infrastructure, Cloud, Business Intelligence & AIOps expertise to deliver a solution that fits our clients needs.

- Business Development & Staffing - Launch new Business Unit "BUSTA" from scratch to grow overall revenue by 25% in 10 months
- HR Generalist & Development - Implemented a role & competency model and onboarding, mentoring & coaching concept for elpix
- Sales Operations & Management - Created weekly/quarterly staffing forecasts for 40 employees with full P&L responsibility for BUSTA
- Strategic Account Management - Developed strategic partnerships with 10+ lead generation sources
- Team Leadership & Management - Established extended delivery & recruitment workbenches
- Strategic Business Development - Set up outbound sales channels to grow national market footprint of elpix

Regional Sales Manager DACH

Bullhorn Inc

2018 - 2019 Remote & Frankfurt am Main

www.bullhorn.com

Bullhorn is a cloud computing company headquartered in Boston, Massachusetts. The company provides customer relationship management, applicant tracking system and operations software for the staffing industry. As of 2018, the company reported more than 8,000 customers in more than 150 countries.

- Manage, recruit, develop, and retain an exceptionally talented team
- Lead regional sales activities and initiatives to exceed annual individual and region sales objectives
- Lead and motivate geographically dispersed Sales Executives to stretch and exceed sales quotas, while sustaining positive morale and cross-departmental relationships
- Product presentations and demonstrations to large & strategic prospects

ACHIEVEMENTS



During the past 20 years I helped to connect top talent to meaningful work across a wide range of skills and industries and built sustainable careers. On the other hand I helped to power the success of my clients with predictive sourcing methodologies and future proof technology.

I always wish to have a motivational and positive impact on others....

LANGUAGES

English

Native



German

Native



INDUSTRY EXPERTISE

Problem Solver



Entrepreneurial



Technologically / Digitally Savvy



Goal-Oriented



Good Listener



EXPERIENCE

Director Strategic Business Development

Experis GmbH

📅 2016 - 2018 📍 Remote, Munich, Stuttgart, Frankfurt

Experis is a dedicated business unit of ManpowerGroup – a world leader in employment services for more than 60 years, and a recognized pioneer in the industry.

- Increased Gross Profit 200% and improved operational efficiency
- Developing process improvement initiatives, performance goals and objectives to achieve customer satisfaction
- Communicating sales targets, policies & market insights to employees and act as the primary information source for the team, maintaining compliance and consistency and taking corrective action when needed
- Work closely with 5 departments in day to day operations such as marketing, contracts management, business intelligence, bid management and central recruitment

Country Manager Germany

Next Ventures GmbH

📅 2016 - 2016 📍 Munich, Germany

Niche Technology recruitment and consulting to Large Enterprise

- Opened a new office and hired 2 new salespeople

Country Manager Germany

Arrows Group GmbH

📅 2015 - 2015 📍 Munich, Germany

From strategic-staffing consultancy to rapid deployment of teams, to complete recruitment outsourcing. We deliver business transformation through world-class talent delivery.

- Rebuilt the German business and increased the placement rate by 25%

Business Division Manager

Reutax AG / Questax AG

📅 2014 - 2015 📍 Munich, Heidelberg, Frankfurt

Questax is a human resource and recruitment consultancy. The company provides IT professionals and engineers across 10 industries and advises companies regarding workforce management issues.

- Sourcing Concept regarding "Strategic Sales Operations"
- Monitored Senior Sales / Delivery Team and presented a summary to the stakeholders
- Interim Manager for Financial Services Industry Division
- Prepared Team for the merger with Quest and designed a C-Level attention guide regarding "Change & Implementation Management" Quest / Reutax

SKILLS

ATS /CRM

Bond Bullhorn Connexys

StaffItPro Meffert HR4You

ATS Dynamics & CRM Salesforce

HubSpot Invenias Sales Navigator

outreach appose.com

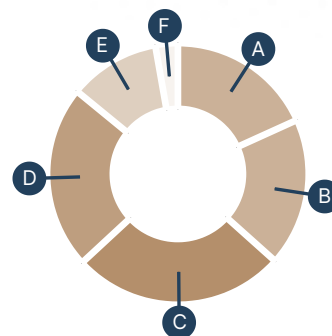
STRENGTHS



Your Unique Talent

Communication, Consistency, Empathy, Strategic Thinking, Adaptability, Loyalty, Willingness to learn

MY TIME



- A Managing Sales Reps
- B Managing Internal & External Information
- C Direct Customer Interaction
- D Social Media & BD Campaigns
- E Taking care of my family life
- F Enjoying Ice Hockey

PASSIONS



My Family



Ice Hockey Enthusiast - played on a pro level in Germany



Everything outdoors like Mountain Biking, Hiking or Golf

EXPERIENCE

Managing Director / Associate Partner

Q_PERIOR AG - Staffing Solutions

📅 2010 - 2014 📍 Munich, Eschborn, Cologne

As an international consulting firm operating between business & IT our core business is strategy transformation and implementation. Our Staffing Solutions Brand offers Project & Managed Services, Expert Sourcing & Selection for Interim IT roles.

- Establish the business area 'Staffing Solutions' as a new sub-brand of the Q-PERIOR GROUP
- Plan - Build - Run the Go-To-Market & Growth strategy
- Designed & established a state-of-the-art Recruitment Portal with an innovative matching engine
- Increased Revenue YoY by 35%+

Head of Regional Sales West

Goetzfried AG

📅 2008 - 2010 📍 Cologne

Goetzfried AG is an IT and engineering service provider based in Wiesbaden. The range of services includes the recruitment, provision and management of IT experts and engineers as well as the conception and realization of IT and engineering projects.

- Doubled the Sales Team and Key Accounts in one year
- Achieved a higher market share and increased the turnover and profit of the Business Unit & Region by 22%+
- Sales controlling and budget planning
- Support the Business Unit in strategic client presentations and proposal situations

Business Director

eQony GmbH

📅 2008 - 2008 📍 Düsseldorf, Germany

E-Recruitment Platform running a semantic search function combined with real-time CV matching (www.professionals-only.com)

- Increase of platform activity to 3500 CV's and 100 jobs in three months

Division Manager Technology

Robert Half GmbH

📅 2007 - 2008 📍 Düsseldorf

Robert Half Technology specializes in placing IT professionals in projects, contract-to-hire and full-time positions.

- Internal and external positioning of Division Technology as a Start-Up
- Set up an internal infrastructure
- Set up a business plan for the region
- Acquisition of new national and international clients
- Proposal Management and contract negotiations
- Team sales controlling and budget planning
- Training and coaching of team members

TRAINING / COURSES

Many specific Workshops & Trainings over the last few years:

International Sales / Leadership / Business Ethics / Economics for Managers / Financial Accounting / Business Analytics / Artificial Intelligence & Workflow Automation / Compliance & Security / Workforce Management

EDUCATION

Business Administration

Harvard Business School

📅 02/2017 - 10/2017 📍 Harvard, United States

- Business Analytics
- Financial Accounting
- Economics for Managers

General Management Programm

Hochschule Fresenius

📅 04/2011 - 04/2012 📍 Cologne, Germany

- Financial Accounting / Controlling
- Human Resources
- Leadership & Management
- Sales & Marketing

Diploma in Business Administration

Stadtwerke Düsseldorf

📅 1993 - 1997

- Procurement, Financial Accounting, Sales, Marketing, Human Resources, Customer Care

REFERENCES

Thomas Rose

upon request

Marko Albrecht

upon request

VOLUNTEERING

Youth Ice Hockey

EC Bad Tölz / SC Reichersbeuern

📅 2019 📍 Bad Toelz

Volunteer Coach

EXPERIENCE

Executive Account Manager

Harvey Nash GmbH

📅 2002 - 2007 📍 Düsseldorf

Established in 1988, Harvey Nash has been supporting the world's leading organizations to recruit, source and manage the highly skilled talent they need to succeed in an increasingly competitive and technology-driven world.

- Strategic market analysis to increase new potential Key Accounts by 50%
- Achieve a higher market share to increase the turnover and profit of the department IT-Projects North
- Key Account and Customer Relationship Management
- Team sales controlling and budget planning
- Training and coaching of team members
- Support the department in strategic client presentations and proposal situations

Assistant Senior Consultant

Seeger Consult GmbH

📅 2000 - 2002 📍 Düsseldorf

Executive Search & Selection in IT

- Assisting the senior consultant in client projects increasing CV send outs by 100%
- Documentation of candidate CV's
- Identification of potential new clients and generate lead calls
- Candidate Research (Database, Internet, Headhunt)
- Administrative support (e.g. Mailings, Meeting confirmations, travel expenses, gather client and candidate information, Job postings)
- What did you achieve in this role?

Inside Sales Representative

Stadtwerke Düsseldorf

📅 01/1997 - 07/2000 📍 Düsseldorf, Germany

Local Energy Supplier

- Inside sales rep for small-medium size businesses
- Customer Support & Sales, Marketing Administration

VOLUNTEERING

Community Services

Malteser Hilfsdienst e.V.

📅 04/1999 - 04/2000 📍 Düsseldorf

Assistant to Managing Director

MY LIFE PHILOSOPHY

Drop the thought.....

Dalai Lama

FIND ME ONLINE



<https://www.linkedin.com/in/marca-parmentier/>

Marc Parmentier