





# Kim Hermann Kallestrup

## — CURRICULUM VITAE —

Bygaden 6, DK-9430 Vadum  +45 2160 1091  kim@eksportspecialisten.dk  www.eksportspecialisten.dk  kimhermannkallestrup



### Personal information

- DATE OF BIRTH** 1 August, 1961
- NATIONALITY** Danish
- LANGUAGE** Danish (native language)  
English, fluent written and spoken  
German, advanced mail and spoken  
Norwegian, spoken  
Swedish, spoken

### Education





- 2018** • Diploma programme in educational methods
- 2017** • VITUS go-to-market-program
- 2014** • Diploma programme in management
- 1997** • Business internationalisation
- 1992** • Auditor programme ISO 9000
- 1980-84** • Bachelor of Commerce (marketing, retail sales and marketing, management and cooperation, business economics, business organisation)
- 1979** • Commercial and clerical, Basic vocational education

### Work experience

- 2018** • **Establishment of Eksportspecialisten**
- 2016-2018** • **FREMCO A/S, Sales Executive**
- Responsible for structure, development and management of sales and marketing
  - Development of growth strategy, sales structure and application of CRM
  - Development of international distribution channels
  - Development and implementation of GTM plan for USA
  - Responsibility for Key Account
  - Member of the executive board
- 2014-2016** • **Wolturnus A/S, Sales and Marketing Manager**
- Management and development of market share
  - Development and implementation of new communication plan
  - Responsibility for Key Account
  - Export development, establishment of new distribution network
  - Development and implementation of growth strategy

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- 2013-2014** ● **Roblon A/S, Business Unit Director**
- Responsible for sales, marketing and service
  - Development of growth strategy
  - Development of international commerce
  - Financial responsibility via KPI
  - Business development

- 2011-2013** ● **Migatronic A/S, Sales and Marketing Director**
- Responsibility for management and development of group sales, marketing and sales department
  - Management of European sales and service companies
  - Development of export sales
  - Member of management group for the entire group
  - Development and implementation of business plan
  - Development of new communication strategy for the group

- 2009-2013** ● **Migatronic Automation A/S, Managing Director**
- Development of new production strategy
  - Partner development
  - Key Account sales to clients such as Volkswagen and Audi
  - Establishment of ISO 9001-based quality and management system
  - Development of new sales and focus strategy

- 2002-2009** ● **KEN A/S, Assistant/Managing Director**
- Development and implementation of strategy for generational succession
  - Development of long-term business strategy
  - Management of sales department in Sweden and Norway and 40 export distributors
  - Responsible for marketing via website and participation in international trade shows
  - Development of service organisation with quality assurance concept
  - Product optimisation
  - Establishment of manufacturing company in Slovakia
  - Sourcing of components
  - Product development

- 1995-2002** ● **Migatronic A/S, Sales and Marketing Director**
- Management and development of group sales and marketing
  - Strategy, budget and financial follow-up
  - Member of the management group

- 1988-1994** ● **Migatronic A/S, Sales Manager DK**
- Management and development of marketing in Denmark
  - Responsible for sales representatives, product managers and internal sales staff
  - Development of new distributor concept
  - Responsible for sales and costs budget for the Danish market
  - Jointly responsible for implementation of ISO 9000 quality management system