

# CURRICULUM VITAE HOLGER WENNRICH

## Personal details

Born 30.11.1965 in Bietigheim, Germany.  
At present resident in Bietigheim, Germany.

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## Employment history

January 2019 - today

*Global Business Development Manager at Helukabel GmbH* in Hemmingen (Germany). Managing Helukabel's drag chain cable portfolio (turnover in 2020: 31 mEUR) and promoting custom cable solutions (2020: 36 mEUR). Supporting field sales with technical expertise and by joint customer visits. Developing the „special cable“ business of our international subsidiaries by creating a common technical training program and implementing basic principles of marketing. Creating local/regional „knowledge hubs“ to further promote special cables. Establishing guidelines and possibilities for local procurement.

January 2017 - December 2018

*Supply Chain Manager APAC at Helukabel GmbH*, based in Shanghai (China). Establishing a common supply chain structure for the local key accounts and trading subsidiaries (total purchasing amount in 2017: 32 mEUR), focusing on supplier development, internal processes and operations, QMS audits and technical support. Coordinating the tradings requirements with the capabilities and capacities of the Helukabel manufacturing plants and external suppliers.

March 2013 - April 2017

*Managing Director at Helukabel International Trading (Shanghai) Co., Ltd.* in Shanghai (China). Responsible for the strategic and daily business, adapting the organisation (staff of 42, turnover in 2016: 15 mEUR) to the requirements of a globalising market. Supporting the establishment of the Helukabel production facility in Taicang (Jiangsu province) and coordinating the cooperation of the two companies.

March 2012 - February 2013

*Business Development Manager Asia at Helukabel International Trading (Shanghai) Co., Ltd.* in Shanghai (China). Training and supporting the sales staff, investigating the possibilities for a local production facility. Supervising international key accounts.

December 2010 - January 2012

*General Manager at Helukabel Italia S.r.l.* in Milano (Italy). Reorganising the subsidiary (staff of 6) established in 2007: creating a distribution network, training the sales staff, hiring a new General Manager. Developing brand awareness, supervising key accounts.

July 2008 - January 2017

*Senior Manager* heading the special cables dept. at *Helukabel GmbH* in Hemmingen (Germany). Staff of 26; turnover in 2016: 86 mEUR. Purchasing, designing and selling customised and/or special wires and cables. Strategic and budget planning, developing new markets and supply possibilities.

April 2007 – June 2008

*Team Manager Export Overseas at Helukabel GmbH* in Hemmingen (Germany), one of the biggest suppliers of cables, wires and accessories in Europe. Heading the overseas division (staff of 9; turnover in 2007: 46 mEUR). Strategic development/coaching of overseas markets.

January 2005 – March 2007

*Export Sales Manager* at *La Triveneta Cavi SpA* in Brendola (Italy), one of the biggest cable manufacturers in Italy. Heading the export department (staff of 9; turnover in 2006 235 mEUR; company turnover 446 mEUR). Strategic and budget planning. Managing the key accounts (international wholesalers of electric material). Coordinating the cross-functional projects "supply chain" and "kaizen".

January 2002 – December 2004

*Area Manager* of the "Metal" division at *Costa Levigatrici SpA* in Schio (Italy), one of the worldwide leading manufacturers of industrial sanding machines in the wood working sector. Developing and coaching the distribution network in the Benelux, Germany, France, Austria and Switzerland. Organising/attending events as international trade fairs and open houses; technical support in the after sales service.

May 1996 – December 2001

*Export sales employee* at *F.lli Ferrari Ventilatori Industriali SpA* in Arzignano (Italy). Managing the key accounts of the export market. Advising owners in multicultural negotiations. Streamlining operational processes. Implementing a new system to calculate logistic needs.

## **Education**

1986 – 1996

Graduate studies of *Business Economics* (Strategic Management/Autopoietic Organisation), *Japanese and Chinese Culture* at the *Ludwig Maximilian Universität, München* (Germany). Thesis: "*Multilateral Consensus as Decisional Strategy in postwar Japanese Industry*".

## **Continuing education**

2017

Certification "*Auditor QMS*" at the *TUV SUD Akademie, Stuttgart* (Germany).

2009

Tutorial "*Electrical engineering for non technicians*" at the *OTTI, Regensburg* (Germany).

2006

Specialised courses on marketing at the *Fondazione CUOA, Vicenza* (Italy).

1999 – 2001

Lectures on "*Systemic thinking and its application in organisations*" by Prof. H. Maturana and Prof. L. Vasquez at the *Université de St. Etienne* (France).

## **Language skills**

German	native speaker
English	fluent
French	fluent
Italian	fluent
Spanish	conversant
Chinese	conversant
Japanese	conversant