

EXPERIENCE

Graduate Assistant, MCOB Center for Real Estate Studies, since August 2006

Mitchell College of Business, Mobile, Alabama 36688-0002, U.S.A.

- Market research in the field of Real Estate, Mobile and Baldwin County
- Data analysis and statistical calculations
- Creation of statistical reports

Marketing-Manager, Corporate Sales and Marketing department, March 2006 to July 2006

Schenker Deutschland AG, 65451 Frankfurt, Germany

- Diploma thesis - Field of research:
 - Innovative Sales Concepts and Marketing Campaigns for Logistic Products and Services

Internship at the Corporate Sales and Marketing department, June 2005 to February 2006

Schenker Deutschland AG, 65451 Frankfurt, Germany

- Developed concepts for trade lane and product promotions
- Conducted trade lane and product promotions
- Designed and organized incentives and give aways
- Provided articles for the corporate website and brochures
- Provided language translation assistance for various presentations and correspondence
- Developed project plans for promotions
- Developed new ideas concerning direct marketing in service companies
- Created presentations for promotions
- Designed pictures for promotions

Professional Seafreight Operator at the Overseas department, June 2001 to July 2004

G.L. Kayser GmbH & Co. KG, 55129 Mainz, Germany

- Organized seafreight shipments from all over the world
- Specific experience with the Asian market (90 percent of business)
- Conducted customs clearance
- Handled trucking operations and individual solutions for customers
- Negotiated seafreight rates with carriers
- Calculated price rates for customers
- Conducted offers for customers
- Managed settlement of accounts
- Acquired new customers by telephone direct marketing
- Provided language skills for organization and negotiations with international partners or customers

Apprenticeship as a Forwarding Merchant, August 1999 to June 2001

G.L. Kayser GmbH & Co. KG, 55129 Mainz, Germany

- Trained in the operations of the company's national and international trucking, customs clearance, warehouse, overseas seafreight, airfreight and sales departments

EDUCATION

University of South Alabama, Mobile, AL 36688, U.S.A.

College: Mitchell College of Business

Major: Master of Business Administration (MBA)

Expected graduation: May 2008

University of Applied Sciences Worms, 67549 Worms, Germany

College: Business College

Major: European Business Management

Degree: Diplom-Betriebswirt (FH) EBM