

Profile



Jacobus Onneken

married 2 children, lives in the Taunus near Frankfurt am Main.

He has been working in B2B sales since 1998 and since 2009 mostly independently as an entrepreneur, consultant, interim manager, trainer, speaker, project manager and business coach.

Constant further development, lifelong learning, taking responsibility and the values of the honorable businessman are important to him.

Languages

German – native
English – fluent

Sales & Business Development Expert

Skills

- Internationally experienced Sales and Marketing executive
- Team leader and strong motivator
- Deep rooted B2B understanding & expertise
- Route-to-Market, sales channel segmentation expert
- Strong entrepreneurial orientation, solution & self-driven, walk the talk
- Excellent people & Interpersonal skills, focused and goal driven
- Adept at developing sustainable strategies to leverage the business via insights into business weaknesses
- Excellent project management skills

Certificates

- American Express and Harvard Certificate in Leadership Excellence (2018)
- IHK Würzburg Schweinfurt, Business Coach IHK (2014)
- Voss + Partner, Hamburg, Trainer DiSC® Certificate (2013)
- Train the Trainer – Sales, Negotiation and Relationship Management, TACK International (2013)

Projects in the past months

- Worldline, Sales & Key Account Management, Project size € 20 Mio., (14 months)
- LPS, head of sales, project size € 1,2 Mio., 4 employees, (10 months)
- CDH, sales optimization, direct management of 2 employees, (10 months)
- ALEA, Sales Training
- ECE24 Coaching and consultancy for sales optimization, DiSC Training for the entire company

Reference for sales success:

- Continental Group: sales increase of 1200% within 6 years
- Customer references: Worldline, ALEA, LPS, CDH, Hays, Semadeni and Toshiba, DHL, Porsche, Calderys / Imerys, Esselte / Leitz.

- B2B Services
- Software CRM / ERP etc. (Cloud)
- B2B Trade
- Mechanical engineering
- Manufacturing / Industry