

Europass- Curriculum Vitae



Personlige oplysninger

Familienavn(e) / Fornavn(e) **JUNKER, KIM NISSEN**

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Fax

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Nationalitet Danish

Fødselsdato 11/11/1962

Køn Male

Ønsket beskæftigelse /
erhvervsområde **Udelades, hvis ikke relevant (jf. vejledning)**

Arbejdserfaring

Datoer 2008 – present Senior partner in Moth & Partners International
2006 - 2008 Marketing & Business development, INWIDO UK
2005 - 2006 UK Director for Outline Windows and Lilleheden Ltd
2004 - 2005 Export manager for Lilleheden A/S (A/S=LTD)
2001 - 2004 Self-employed, CRM program development (Un-it Aps)
2000 - 2001 Danogips (Knauf) Customer service manager
1996 - 2000 Export manager Danish Steel Construction A/S
1991 - 1996 Product and R&D manager, Cardo Door AB (industrial doors)
1988 - 1991 Project manager, Rasmussen & Schiøtz (DK biggest contractor)
1987 - 1988 Consulting Engineer Carl Bro A/S
1978 - 1983 Bricklayer

Beskæftigelse eller stilling

2008 – present Senior partner in Moth & Partners
Advising companies globally in strategy, market analysis, S&S, export/import, business turnaround, product development and testing, new market entry, agent search

2006 - 2008 Marketing manager & Business development INWIDO UK
After an acquisition in December 2005 Outline was sold to Swedish INWIDO AB (www.inwido.se). Joined the window group with an yearly turnover of more than £300M to be responsible for marketing and business development.

Establishing of VIS-TECH Ltd a Joint venture company between two of Europe's biggest producers of windows. Lead the project from including, product specification, TRADA high performance testing, marketing, pricing, strategy etc.

2005 - 2006 UK Director for Outline Windows and Lilleheden Ltd
MD Responsible for 12 people in 2 companies (Outline sell Windows and Lilleheden sell structural Glulam), Strategy development, finance reporting, budgeting, Technical support, direct sales, competitor analysis and marketing.

Direct involved in partnering agreements, key account sale and negotiations.

Tripled UK-sales from 2004

2004 - 2005 Export manager for Lilleheden A/S
Glulam manufacturer.

Responsible for UK, Poland, Lithuania and Japan.

Developing new markets, budgeting, direct sales and marketing, technical support

Created export platform for Lilleheden

2001 - 2004 Self-employed, IT program development (Un-it Aps)

Developed internet based CRM/sales program with focus on CRM in the building sector which demands a special angle to collect/control information's normal CRM systems can't offer.

Program translated into English, German, Swedish and Danish

Still own the rights to the program.

2000 - 2001 Danogips (Knauf) Customer service manager

Responsible for 14 people within sales support to customers, developed CRM system

1996 - 2000 Export manager Danish Steel Construction A/S (DSC)

Responsible for all export markets.

Developing new markets, budgeting, direct sales and marketing, technical support

Created export platform for DSC All information's strictly confidential - 4 - 3/15/2012

1991 - 1996 Product and R&D manager, Cardo Door AB (industrial doors)
Product responsible for 5 brands to 47 sales organisations in 27 countries within the group.

ISO9000 approval, customer satisfaction, courses

Extensive knowledge of European cultures and habits.

Product names: Crawford and Faltec

1988 - 1991 Project manager, Rasmussen & Schiøtz (DK biggest contractor)

Site manager and project manager

Order sizes from £50,000 to £300,000

Structural calculations

Vigtigste aktiviteter og ansvarsområder	1987 - 1988 Consulting Engineer Carl Bro A/S																																
Arbejdsgivers navn og adresse Virksomhed eller sektor																																	
Almen og erhvervsrettet uddannelse																																	
Datoer	<p>Education:</p> <p>1983 - 1987 Bachelor of Engineering, Civil and Constructional Engineering</p> <p>1978 - 1983 Crafted Bricklayer</p> <p>Courses:</p> <p>Sales courses (mercury Urval, Scandinavian Profile), Customer satisfaction, Technical courses ISO9000, mish H&S courses (DK)</p> <p>Provide courses in sale, CRM and marketing.</p>																																
Uddannelsens betegnelse																																	
Vigtigste fag/erhvervs kvalifikationer																																	
Uddannelsesinstitutionens betegnelse og type																																	
Niveau efter national eller international klassificering																																	
Personlige færdigheder og kompetencer																																	
Modersmål	Dansk (Danish)																																
Andre sprog	English, German																																
Egen bedømmelse <i>Europæisk niveau (*)</i>																																	
Sprog																																	
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		Forstå		Tale		Skrive																											
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UK	C1		C1	C1	C1		C1																										
DE	B2		B2	B2	B2		B2																										
	(*) <i>Europæiske Referencerammes (CEF) niveau</i>																																
Sociale færdigheder og kompetencer	Holistic approach to life, developer of SIS-Scheme (see www.sis-scheme.co.uk)																																
Organisatoriske færdigheder og kompetencer	Manager and managing director for more than 20 years. Leader through people																																
Tekniske færdigheder og kompetencer	Technical skilled in most product areas combined with sales and market related experience making me complete from idea to implementation																																
Computerfærdigheder og -kompetencer	Microsoft packages, MAC, web site development tools, photoshop, CRM tools																																
Kunstneriske færdigheder og kompetencer	Self taught artist – see www.kimjunker.com																																
Andre færdigheder og kompetencer	Multi cultural experience in most European countries																																
Kørekort	Yes normal EU license																																
Yderligere informationer	N/A																																

