

## Jens Dallendoerfer



### Summary

**Excellent communication and writing skills,  
German (native), English (excellent), Russian (conversational), Romanian (basics)**

- High level of mobility, commercially orientated, focused on key account management and market development in difficult surroundings
- Strong customer focus, distinctive customer intelligence, authentic and convincing in customer relationships
- Broad experience of working and managing in multicultural environments (Romania, Russia, Kazakhstan, Indonesia, Vietnam and other Asia-Pacific countries, Germany and Switzerland)
- Managing successful companies, teams and projects in challenging situations

### Relevant Experience

<p><b>Sep 2012 - Today</b> <b>Managing Director</b></p>	<p><b>WILO Group Germany</b> (Russia) - <b>WILO RUS</b> - Production in Moscow and Yekaterinburg - 29 branches across Russia; Headcount: 250 employees - Responsible for sales, sales volume of &gt; 100 MEUR per year - Implementation of a new construction project, investments of 35 MEUR - Build-up management team in Western style</p>
<p><b>Oct 2009 – Sep 2012</b> <b>Commercial Director</b></p>	<p><b>VICAT Cement Group France</b> (Kazakhstan) - <b>Jambyl Cement</b> - Startup of a green field project for a new Cement Plant, Investment of 300 MUSD together with IFC – World Bank Group/USA and Kazakh Fund - Building up a team, develop and establish sales, marketing and logistics solutions and processes, - Launch the product mix to the market, 80 MUSD turn over</p>
<p><b>Oct 2005 – Sep 2009</b> <b>Sales Director</b> Jan 2009 - Sep 2009</p> <p><b>Managing Director</b> Oct 2005 – Dec 2008</p> <p><b>Sales Director Asia</b> Aug 2007 – Dec 2008 (additional function to Managing Director position)</p>	<p><b>HOLCIM Cement Ltd. Switzerland</b> (Russia/ CIS – Caspian, Asia – Pacific) - <b>Holcim - Alpha Cement – Russia</b> - <b>Holcim Rus Ltd (Marketing and Sales Organization) was merged to the production entity</b> - Sales and Marketing responsibility, sales volume of &gt; 200 MEUR - Building up a new sales organization structure - Approaching successful Kazakhstan export market - Stabilized sales during crises - Implement application consulting to the sales approach - <b>Holcim Rus Ltd (Marketing and Sales Organization)</b> - Responsible for special cement sales of 40 MEUR in Russia and CIS/Caspian region - Triple the sales margin and volume in white cement - Six times higher volume in oil-well cement and four times higher price - People development for other Holcim group companies - Managed the business as an incubator and model for innovative marketing and sales solutions within the Holcim Group - Member of the Board of Directors in Alpha Cement (HOLCIM) - <b>Holcim Schweiz and Holcim Indonesia</b> - Launching Holcim Oil-well Cement for Asia Pacific market - Occupied a key function for a worldwide Holcim oil-well cement approach - Met major potential customers in 10 countries of Asia-Pacific - Managed sales growth in value and volume in Indonesia - Implemented sales organization structure and prepared the multinational team for the future tasks</p>

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**Jan 1991 – Sep 2005**      **Interpares-Mobau Handelsgesellschaft mbH + Co KG**      (Germany, Romania)

**Managing Director**  
Mar 2004 – Sep 2005

- **I+M GLOBAL Real Invest Bucharest**
- Builders merchant's in Bucharest/ Romania c 30.000 m<sup>2</sup>, 100 employees
- Project construction supervisor, investment 7 MEUR
- Managed the construction and the launch of this new center,
- Built up a sustainable business and launched a German brand in a foreign country
- Implemented all processes and successful ISO 9001 certification
- Developed full market strategy
- Transacted special marketing concepts together with German Partners like "Villeroy & Boch"

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**Branch Manager**  
Jan 1991 – Feb 2004

**I+M Bauer – Bauzentrum**

- Branch Manager with general commercial power of attorney,
- Management of 30 employees
- Built up and managed a profitable branch in the Thuringia region
- Reported directly to the owner
- Designed a new center from searching for the right location up to the successful start of work, investment 2.5 million Deutschmarks
- Instructor of commercial apprentices and examiner for the chamber of commerce

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**Jan 1990 – Dec 1990**  
**Branch Manager**

**Tapeten Gretenkord GmbH Dortmund**      (Germany)

- **Gretenkord Magdeburg GmbH, Home furnishing store (paints, wooden floors, carpets, dry mortar)**
- Most profitable branch in 1990
- Adjusted a West-German sales system to accommodate the differences of East Germany

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**Aug 1986 – Dec 1989**  
**Technical Director**

**Kahla/Thuringia Porcelain GmbH**      (Germany)

- **Porcelain factory Eisenberg GmbH**
- Management and supervision of 65 employees,
- Responsibility for investments, research and development

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### Education:

2005 - 2009      **Member of the Holcim Senior Management Education Program**  
Management Seminar, Leadership Seminar, BMQ - Management Assessment  
**University of St. Gallen/CH,**

1994      **IMD – International Institute of Management Lausanne/CH**  
**Sales Engineer for building materials,** Chamber of commerce Germany

1983 - 1986      **Technical engineer in sintering techniques**  
University of Applied Sciences (UAS) Hermsdorf / Germany

1980 - 1983      **Lieutenant (two years' experience in managing a unit)**  
Military Academy / Dresden