

# PERSONAL PROFILE

born:  
22.03.1975 in Landshut,  
Germany

Nationality:  
German



Dr.  
**Christian Hirsch**  
Chemist

## CORE COMPETENCY

- INTERNATIONAL SALES MANAGEMENT
- PROJECT MANAGEMENT
- BUSINESS DEVELOPMENT
- B2B SALES EXPERT
- INTERNATIONAL NETWORK
- DIRECT AND DISTRIBUTION SALES EXPERIENCE
- P&L DRIVERS KNOWLEDGE
- BUDGET PLANNING & CONTROLLING

## LANGUAGES

German  
(native)

ENGLISH  
(effective  
proficiency)

FRENCH  
(basic knowledge)

## CONTACT



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[www.xing.com/profile/Christian\\_  
Hirsch26/portfolio](http://www.xing.com/profile/Christian_Hirsch26/portfolio)

## PRACTICAL EXPERIENCE

**BUSINESS-UNIT LEADER & GENERAL MANAGER : RESONAC EUROPE GMBH**

Since 11/2007 business unit leader Shodex group, since 01/2011 member of the Management Committee and General Manager. Out of this position the following main tasks result in the EMEA operation area:

11/2007 – current

- Direct sales and sales via distributors
- Marketing planning
- Project management
- Budget planning and responsibility
- Employee management
- Business development

**SALES MANAGER & APPLICATION-CHEMIST: WYATT TECHNOLOGY EUROPE GMBH**

- Coordination and creation of technical applications
- Preparation, organisation and leading of scientific presentations
- Planning and training of customers
- Sales of high-tech products in the European sales area

04/2005 – 11/2007

**SCIENTIFIC EMPLOYEE: TU-MUNICH, CHAIR FOR CONSTRUCTION CHEMICALS**

Beside the PhD thesis the following tasks have been fulfilled at the chair for construction chemicals :

03/2001 – 02/2005

- SAP key user and administrator during the start period of the SAP project at the TU Munich
- Head of purchasing for lab equipment for the chair
- Giving lectures for students

**DIPLOMA THESIS AT SÜD-CHEMIE AG, SITE MOOSBURG**

Rheological studies about bentonite clay

06/2000 – 12/2000

## EDUCATION

**PHD DEGREE : DR. RER. NAT. CHEMISTRY AT TU-MUNICH**

Area of polymer chemistry / construction chemistry. Analysis of polymeric superplasticizers in concrete.

03/2001 – 06/2005

**MASTER DEGREE : MASTER CHEMISTRY AT TU-MUNICH**

Chemistry studies

11/1994 – 12/2000

**SCHOOL EDUCATION : ABITUR (A-LEVEL DEGREE)**

Allgemeine Hochschulreife (Abitur, A-Level) at Karl-Ritter-von-Frisch high school (Gymnasium) in Moosburg, Bavaria.

09/1985 – 07/1994

## KNOWLEDGE

MS OFFICE



EMPLOYEE MANAGEMENT



CHROMATOGRAPHY



BUSINESS MANAGEMENT



IT KNOWLEDGE



## SUCSESSES

- Development of a sales organization in the EMEA region in the high-tech lab market
- Stedily creation and increase of indirect (distribution) as well as direct sales
- Constant increase of core figures like turnover and profit in the sales area
- Implementation of new marketing 2.0 actions and social media channels
- Leading and structuring of an international team
- Cooperation with affiliates in America and Asia
- Development of new markets in Africa and Middle East
- Increase and development of OEM business
- Extensive experience in working within a matrix environment
- Strong business and financial acumen including P&L drivers knowledge
- Achieving challenging budgets over years

Erding, 14.09.2023

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