

CLAUDIA WUNDERLICH



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PROFESSIONAL SUMMARY

A highly ambitious senior executive focusing on client relationship, business development & sales, with entrepreneurial attitude pivoting around long-term strategy

PROFILE

- Extensive knowledge in international business & markets (US, UK, EMEA)
- Entrepreneurial attitude & business accelerator
 - Great problem solver & communicator
 - Creative & analytical thinking
 - Ability to recognize trends & strengths
 - Strategic mind with attention to short-term action and long-term goals
 - Analytical yet creative approach

LANGUAGES

English/German: bilingual
French: professional working proficiency
Dutch: professional working proficiency
Italian: basic communication

YACHTING EXPERIENCE

Private Vegan Chef

M/Y 35m Sunseeker, Hurghada/Egypt

- August 2020* Working as a sole private chef for owners: family of 5 with specific dietary needs (vegan, sugar-free, soy-free)
- Full management of kitchen and provisions
 - Created daily menus
 - ENG1 Seafarer Medical Certificate

PROFESSIONAL EXPERIENCE

International Sales & Marketing Manager

GTW Global Track Warehouse Pty Ltd., France/remote

06/2018 - 06/2020 Promoted to take over fledgling operations for DACH countries and turned them around within 6 months, followed by promotion to International Sales Director EMEA with great success

- Introduced new product line into new international markets using strategic marketing tools and long-term business development operations
- Established sales channels across international operations
- Top Sales Person February & March 2020 despite difficult times in world economy (Covid-19)
- Liaised with HQ in Australia & production facilities in China
- Reported directly into Chinese-Australian CEO, multicultural teams

01/2018 - 05/2018 Sales Manager DACH

- Turned around sales operations and increased turnover by 37% the first year (€ 500k)
- Improved client retention by 56% within 12 months

Founder & owner

Organic Provence Chambres d'Hôtes & Retreat, Quinson/France

- 2010 - 2016* Founded the first vegan, organic Bed & Breakfast in Provence
- Designed exclusive lodgings for international clientele
 - Created high-end vegan meals with wine pairing
 - Organized and ran yoga & vegan cooking retreats

Senior Business Development Manager

Holtzbrink Online Services | Munich, Germany

Senior Producer

pres.co/wheel internet agency | London, UK

International Business Consultant

Logica plc London/UK & Frankfurt/Germany

Financial Data Researcher

Standard & Poor's Compustat Denver, CO/U.S.A.

EDUCATION

Regis College, Boston/Massachusetts, U.S.A.

Bachelor of Arts in Business Management