**CAPABILITIES**

#### *Management*

* General & Operations Interim Management
* Business Strategy Definition & Establishment of Business Plans
* Financial Budget Establishment – Evaluations & Proposals
* Financial Reporting – Management & Annual Reports Presentations
* Company Presentations – Press Releases
* Management Appraisals
* Improvement Recommendations & Implementations

### Management by Objectives

* Crisis Management

#### *Marketing*

* Marketing Strategy Definition & Management
* Market Analysis & Evaluation
* Product Market Positioning
* Price Positioning Studies
* Competition Identification & Evaluation
* Business Development & New Business Relationships
* Customer Relations Development
* International Ventures
* Key-Account Management
* Public Relations & Lobbying

#### *Sales*

* Sales Management
* Establishment of Sales Plans & Sales Budgets
* Sales Budget Evaluations – Proposals & Reviews
* Sales Analysis & Customer Base Assessment
* Sales Forecasting
* Search & Establishment of Distributors – Search for new customers
* Commercial Contract Agreements & Proposals
* Assessment of Sales Personnel
* Field Sales Support Programs & Monitoring
* Financial- , Sales- , Investment Appraisal- & Incoterms Courses

##### *Languages*

* French – English – Dutch – German

**JVM Consult**

**Operations Management Consultants – International Marketing & Commercial Intelligence**

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