**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**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Clos du Poney 3 – B-1420 Braine-l’Alleud – Belgium

Phone : +32 (0)2 354 35 50 – Fax : +32 (0)2 351 08 83 – Mobile : +32 (0)479 20 00 48

E-mail : jvm.consult@busmail.net – Belgian N° d’Entreprise : 0565368161 – VAT/TVA : BE 0565.368.161