

Curriculum Vitae



PERSONAL INFORMATION

Name Alexander Bart

Date of Birth 05.11.1978

Address Ebenzweierstraße 10, 4813 Altmünster

Family status Married, two Childs

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PROFESSIONAL EXPERIENCE

July 2017 – today UNIVERSAL STEEL Kft. / Hungary - Budapest
Managing Director Sales

- Consulting of equipment manufacturers for steel industry, including contacts to high level management (CIS – Market)
- Sales of metallurgical equipment for steel industry, including proposal preparation in accordance to customers specification (CIS – Market)
- Contract negotiations and conclusion of the contracts
- Support at contract negotiations
- Expanding sales network, with local representatives
- Maintaining contacts at existing customers

August 2008 – June 2017 BART INDUSTRIAL SERVICE / Austria - Altmünster
Managing Director

- Sales of rolling mills for steel industry, including proposal preparation in accordance to customers specification (CIS – Market)
- Contract negotiations and conclusion of the contracts
- Expanding sales network, with local representatives
- Concept development for the distribution of spare parts for the steel industry
- Development of local production in Russia
- Maintaining contacts at customers

June 2004 – August 2008

BRAUN Maschinenfabrik GmbH / Austria - Vöcklabruck
Sales Engineer and Project Manager

- Sales of industrial equipment for the steel industry (cutting machines), including proposal preparation in accordance to customers specification (Worldwide, especially Asia)
- Contract negotiations and conclusion of the contracts
- Buildup a worldwide sales network (Sales Agents)
- Project management of complex projects

May 2002 – May 2004

TECHNOPLAST / Austria - Micheldorf
Designer and Project Manager

- Design of extrusion tools for the window industry
- Project management of various projects, including customer care

November 2001 – April 2002

MAHLE / Austria - Vöcklabruck
Mechatronics

- Operation of machines in the production of engine components

February 2000 – December 2000

MOSCA Verpackungsmaschinen / Germany - Waldbrunn
Mechatronics

- Assembly of packaging units and complete packaging lines
- Operation of machinery

September 1996 – January 2000

MOSCA Verpackungsmaschinen / Germany - Waldbrunn
Education as a mechatronics

EDUCATION

September 2007 – June 2008

College of higher education in Wels / Upper Austria: University entrance diploma

September 2004 – June 2005

WIFI Upper Austria: Business English

January 2002 – May 2005

WIFI Upper Austria: CAD Designer

September 1996 – January 2000

Gerd Mosca AG / Germany: Education as a mechatronics

SPECIAL SKILLS

Professional

- Developing of network
- Negotiating skills and conclusion strength
- Perseverance and goal-oriented way of working
- Handshake quality
- Entrepreneurial mindset
- Project Management

- General
 - Self-Motivation and Purposefulness
 - Positive attitude towards life
- IT
 - MS-Office, AUTOCAD
- Leisure activities
 - Cooking, Reading, Carp fishing

LANGUAGES

- German Native language
- Russian Native language
- English Fluent