



Name	Martin Frey
Qualification	Managing Consultant
Nationality	german
Languages	german, english & nosk basic skills

Professional background	
from 2011	Business Consultant (own consultancy)
2009 – 2011	Project Manager Dealer Management Systems
2004 – 2009	Subproject Manager Dealer Management Systems Project Manager CRM and Sales
1993 – 2004	System Consultant and Account Manager

Education / Studies
<ul style="list-style-type: none"> IPMA Level D (German Association for Project Management e.V.) Business Consultant (BDU Bonn) Certified Business Process Manager (IBO Wettenberg) Diploma in Management Studies (ECBM London) Business Administration (CCI Stuttgart) State certified Electrical Engineer (FT Lörrach)

Business focus	Methods
<ul style="list-style-type: none"> Project Management Process Consulting System Consulting Organizational Consulting 	<ul style="list-style-type: none"> Pareto (80:20 rule) SWOT Analyse Lotus Blossom Technique Mind Map 6 – 3 – 5

Project experiences (selection)
<p>Digitization of companies and business processes (pan-European)</p> <ul style="list-style-type: none"> Consulting, development & implementation of internet platforms Consulting and implementation of digital business processes Consulting & support for digital marketing, CRM & Social Media <p>Dealer Management (pan-European)</p> <ul style="list-style-type: none"> Project management for Dealer Management Systems Analysis, design and optimization of business processes Development of IT systems and System roll-outs Documentation of Business-Processes and Work-Instructions Conception and execution of workshops Training of employees at international level <p>Sales and CRM (pan-European)</p> <ul style="list-style-type: none"> Project Management „Working-Places for sales employees“ Analysis, design and optimization of business processes (sales-area) Customers data management and customers data protection Training of employees at international level <p>Calculation- and contract management for Leasing</p> <ul style="list-style-type: none"> Design and development of system application architecture Consulting the software development Creation of system documentation Training of employees <p>Core IT systems of a “Car Bank”</p> <ul style="list-style-type: none"> Analysis, design and selection of IT systems Business process analysis and optimization Development of a concept to integrate industry-specific applications

Competences (selection)
<ul style="list-style-type: none"> Project experience on an international level Good analytical and assessment skills Extensive, detailed and up-to-date specialist knowledge Able to process new information and ideas quickly Safe and quick entering in new tasks