



Dipl.-Wirtsch.-Ing.
Jürgen Neumann
Partner

Overview

Degrees in economics and mechanical engineering from the Ruhr University, Bochum and Hagen University of Applied Sciences

20 years' professional experience in technical, management and consultancy roles

International experience

Middle East, Arabian Peninsula

Functions

Head of marketing/sales, adviser, (IT) project manager, SAP consultant

Operational experience

Business development / M&A

Customer loyalty scheme (retail, airline), entered new business line (construction materials), international expansion into the Arabian Peninsula, an area in which he assisted various companies in different sectors from Germany, Italy, USA and Korea with M&A mandates

Strategic realignment

Real-estate/house-building company, event management

Process optimisation / IT project management

Market launch of SAP (SAP PM/RE, SAP RE FX) for the real-estate/housing sector, development of an e-facility-management web portal, development of an e-government portal, (Ministry of Economy, Abu Dhabi), development of an IT-based, interactive customer satisfaction index system (car manufacturer), development of an e-banking kiosk system (bank in UAE), e-government project for self-service immigration/border control kiosks at airports (Saudi Arabia Ministry of Interior), roll out of SAP/HCM self-service kiosks (oil and gas industry in Saudi Arabia/ Kuwait)

Professional career

After graduating in economics and engineering, he started his career as a product manager for Deutsche Rockwool Mineralwooll GmbH.

1996 to 2001: Head of Sales and Marketing at Viterra AG. During this time, he established and headed up the company's SAP consulting and sales/marketing organisation.

He has been a self-employed consultant with his own company and team in Dubai since 2002.

Project focal points:

business development, M&A, expansion into markets in the Arabian Peninsula, process optimisation/efficiency improvement (generally projects with significant IT content).

