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**A multi-lingual Business Manager with a clear record of achieving results against specific targets and deadlines. Communicative skills, enthusiasm and ability to motivate a team, combined with a systematic approach have enabled the development of sound relationships at all levels. As a fluent linguist has formulated and implemented effective business plans for the development of overseas markets, which have led to substantial increases in turnover and profitability.**

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### **KEY SKILLS**

- Fluent in English, German and French. Good working knowledge of Danish, Dutch and Italian.
- Ability to manage not only sales and profit but also overheads to maintain the required level of return.
- Ability to assess and implement new computerised communication and business systems.

### **KEY ACHIEVEMENTS**

- ❖ Lived locally and managed a German subsidiary selling company having improved its profitability significantly.
- ❖ At Rocol, trebled the Site Safety Division's export turnover in Industrial Safety and Maintenance products in five years whilst maintaining administrative posts within budget.
- ❖ Undertook and managed within budget complete responsibility for exhibition, direct mail and promotional activity in respect of existing products and new product development.

### **EMPLOYMENT HISTORY**

#### **Sanden Vendo Technical Sales**

**2008 - 9**

- Developed sales in a defined geographical area.
- Provided engineering support for the North of England and Scotland
- Developed sales and promotional activity in print and online
- Trained customers' engineers to operate, maintain and repair the latest technology vending machines

#### **Sanden Vendo Service Engineer**

**2003-2007**

- Maintained and repaired drinks and snack vending machines in various allotted territories.
- Acquired mechanical, electrical and electronic knowledge to carry out such work.
- Trained and accompanied third party engineers in respect of SVs vending machines.
- Took part in various update campaigns nationwide for SVs main customer.

- Established computerised reporting procedures for field work.
- Undertook various special projects as required.

#### **Acordis**

**1998 – 2003**

##### **Export Sales Manager.**

- Took over German competitor's business in Germany, Austria and Switzerland.
- Created a virtual presence in Germany.
- Developed sales in key areas by direct sales specifier promotions, direct mail and exhibition activity.
- Introduced foreign language promotional literature.
- Proposed the development of a company website, and contributed to it's design and launch. Subsequently introduced a German language version.
- Managed the company's Interpack exhibition activity and supported other country managers at Labelexpo, Belgium, Luxepack, Monaco.
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#### **Greenham Arbeits – Schutz GmbH**

**1997 – 1998**

##### **Salesman**

- Maintained continuity, resisted attempts to lure customers away and ensured that customer records were more accurate and business relationships in order.
- Developed dealer business in Southern Germany as part of the expansion plans for the subsidiary.
- Assisted General Manager in the preparation and analysis of business and company information relating to proposed take-overs.

#### **The Stamford Group Ltd**

**1992 – 1997**

##### **Group Export Sales Manager – Stamford Group**

**1992 – 1997**

##### **Joint Managing Director – Opto GmbH**

**1995 – 1997**

- Introduced business systems to provide punctual management accounts and cash from forecasts and monitor the performance of the German accountants.
- Improved net profit over 2 years by 100% to a break-even position in 1995/96, and a profit making situation in 1996/97.
- Managed a major on-site repair programme at a German Customer's premises.

##### **Sales Manager – Opto GmbH**

**1994 – 1997**

- Undertook and over-saw installation of Medstor system in hospitals.

#### **Whiley Foils Ltd**

**1989 – 1992**

Export Sales Manager

#### **Rocol Ltd**

**1983 – 1989**

Export Sales Manager

#### **Dunlop Ltd**

**1969 – 1983**

Regional Manager

1977 – 1983

European Sales Representative

1972 – 1977

Foreign Correspondent

1969 – 1972

### **EDUCATION & QUALIFICATIONS**

Leeds College of Commerce (Now Metropolitan University)

Diploma in Applied Modern Languages

(French, German, Economics, International Trade. Subsidiary – Dutch)

F.I.L. – Intermediate Danish

**PERSONAL**

Date of Birth:	4 August 1949	Marital Status:	Married
Health:	Good. Non-Smoker	Driving Licence:	Full.

**HOBBIES & INTERESTS**

Windsurfing. Photography. Caravanning. Member of Lions Club. Computing – web site design