

# References

Functional area	Position (m/w/d)	Industry	Number of employees
Finance/ Controlling	CFO	Holding of an international engineering group	5,000
	Head of Accounting	Company for air and sea freight	55
	Accountant	Family-owned company group in the labeling sector	850
	Business Unit Controller	International telecommunications group	2,600
	Head of Accounting	Foundation of a mining company	20
	Senior Risk Manager	Private bank with upscale customer segmentation	150
Marketing	PR & Communications Manager	International provider of cell voltage, measurement and monitoring technology	50
	Head of Marketing & Sales	Global provider of electronic capital goods	600
	Media Designer	Manufacturer of machines for the processing of plastic, steel and aluminum profiles	700
Research & Development	Development Engineer	Owner-managed group of companies in mechanical and plant engineering	300
	Business Development Manager	Internationally provider of cell voltage, measurement and monitoring technology	50
	Senior Program Analyst	International automotive supplier in cooling technology	6,500

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Sales	International Sales Manager	Global Industrial Company	79,000
	Sales Representative	Owner-managed group in mechanical and plant engineering	300
	Business Development Manager	Hidden champion in automotive supplier sector	650
	Key Account Manager	International automotive supplier in cooling technology	6,500
	Export Manager	Market-leading trade fair construction company	300
	Head of Sales Internal Service	Manufacturer of machines for the processing of plastic, steel and aluminium profiles	700
IT	Enterprise Architect	IT service provider	30
	IT Security Manager	Non Profit Organisation, a global leader in stem cell donation	800
	SAP Consultant MM/PP	International leader in industrial sealing technology	6,000
	Head of IT	Manufacturer of machines for the processing of plastic, steel and aluminium profiles	700
	Software Engineer Vision Programming	Global technology company for cable processing and testing industry	700
Management	Site Manager	Global Industrial Company	2,400
	CEO	Owner-managed group in mechanical and plant engineering	80
	General Manager	Hidden champion in automotive supplier sector	650
	CIO	Plant Engineering & Construction	2,500
	Managing Director Sales	Furniture industry	3,500

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Technology	CNC Fitter	Production company in the field of medical and precision technology	270
	Head of Construction	Owner-managed group of companies in mechanical and plant engineering	300
	Head of Project-Engineering	Industrial Companies in voltage engineering	100
	Service Technician	Family business in the area of plumbing, heating, ventilation	60
Consulting/ Interim Management	Head of Accounting Interim	Manufacturer of machines for plastic, steel and aluminum profiles	700
	Tax Consultant	Tax consultancy and accounting firm	240
	Lawyer	Law firm in national and international business law	25
Human Resources	Human Resources Consultant	Tax advisory and audit Company	240
	HR Business Partner	International automotive supplier	2,000
	Director HR/Finance/Administration	Information and communication technology company	21.000

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Other Occupations	Department Manager Damage	Legal protection insurance cooperation	70
	Chief Director	Building industry	60
	Specialist in Laboratory Medicine	Group for cytological institutes and laboratory medicine	160
	Exhibition Manager	Group of more than 100 wholesale partners in the field of home technology	16,000
	Home Ownership Manager	Property Management	85
Purchase	Head of Purchasing	Supplier of pneumatic and compressed air technology products	130
	Buying Manager Bread & Cake	Food retail company	26,000
	Technical Purchaser	Owner-operated group in the mechanical and plant engineering	300
	Group Leader Sourcing	Global technology company of the cable processing and testing industry	700
	Buyer	Corporation in special machine construction	750
Logistics	Head of Intralogistics	Owner-operated group in the mechanical and plant engineering	300
	Logistic Manager	Procurement and logistics trading company for industrial valves	100
	Operations Manager	Global Provider of Contract Logistics	4,000

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Production	Foreman	Owner-operated group in the mechanical and plant engineering	300
	Profiler	Specialist in steel trading and steel processing	600
	Plant Manager	Italian chemical company	3,500
Supply-Chain-Management	Project Manager Order Processing	Owner-managed group of companies in mechanical and plant engineering	300
	Team Leader materials management	Medium-sized, family owned company in the field of drive technology	50
	Head of Quality Assurance	International group of companies in the field of vehicle technology and mechanical engineering	1,200
International Staffing	Sales Director, Russia	International group of Industry	5,000
	Director Accounting & Controlling, Italy	International Logistic company	9,000
	Site Manager Interim, Slowakei	Worldwide supplier for wire, cable and electrical Appliance	60,000
	Area Sales Manager Middle East & Africa	Worldwide provider of electronic goods	600
	Head of Sales Italy	System provider in sanitary sector	1,600