

# Alex Stillhard

Born 05.08.1964  
Citizen of Switzerland  
2 adult children

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## OBJECTIVE

Proactive, customer orientated professional with over 15 years of experience in product management, Sourcing in EU & ASIA, also leading of digital-marketing and IT projects.  
Best references by former employer, suppliers and customers.  
Open for opportunities outside Manchester UK-GE-CH

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## LANGUAGES

German: Native language C2  
English: Fluently Business C1  
French: Basics A2

## IT-SKILLS

Office application: MS-365 Excel-professional. Photoshop, SAP-R3,  
Code writing and DB: UNIX, HTML, PHP, CSS3, Java Script, SQL  
Products and CMS: CISCO, Supermicro, Dell, WordPress, Contao

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## EXPERIENCE

Cologne - Germany  
February 2022 - now

### Merchant, IT Equipment Circet Deutschland GmbH

- Managing IT Equipment for in- and external workforce. Sourcing, purchasing and maintenance.

Luedenscheid, Germany  
March 2021 - Oct 2021

### Product Manager, Network Infrastructure Assmann Electronic, Luedenscheid (Digitus)

- Responsible for Digitus (own brand), network passiv components
- Product data management Navition and PIM- Onlineshop
- Sales support for projects inquiry
- Purchase support for the China office

Manchester, Great Britain  
July 2016 - Oct 2020

### Product Manager, Purchaser IT-Computing Europe Distrelec LTD, Manchester Hub (Electronic Distributor)

- Responsible for the assortment computing products, network equipment and IT accessories. Cabling and active components
- Purchasing and Product Lifecycle management
- Product data management SAP and for online shops and e-mailing
- Product statistic and market analysis Excel
- Supplier Management in German/English
- Supporting sales in 15 European country branches

To beginning, I was employed for one year in Switzerland.  
The project centralizing Manchester Hub has failed, company was sold 12/2019.

Zürich, Switzerland  
ov 2009 - June 2016

### IT Project Manager Senior

#### Metro Media GmbH (Own Company)

Founder and CEO of a SMB for IT and digital project.

- Advice and development of online marketing concepts for SMB's.
- Creating CMS (Contao, WordPress) based websites, online shop.
- SEO and SEM for different Property platforms as masterwork

For **Solar Communications GmbH (Russian owned hosting company)**

- Managing the Swiss branch with temporary employees
- Maintenance and expansion of a server infrastructure in data center
- 500 to 700 Linux based server with full backup for colocation, cloud hosting and dedicated server.

Brugg, Switzerland  
March 2007- Dec 2007

### Product Manager, Purchaser Desktop-/Serverhousing & Network Alltron AG former Wyscha Computer (IT distributor)

- Strategic and operational management for the assortment network equipment, housing for desktop & server. Cabling and active components.
- Disposition, price negotiations and purchase of this products
- Support and acquisition of key accounts
- Sourcing products in Asia
- Creating NPI in ERP and Online shop, Emailing

Zürich, Switzerland  
Sept 2000-Feb 2007

### Product Manager, Purchaser Network & Own Brand Secomp AG, former Rotronic AG (IT accessories)

- Responsible for the assortment network products and IT accessories. Cabling and active components
- Product- and Market Research for Network equipment
- Supplier negotiations on prices and marketing campaigns
- Sourcing products in Asia
- Developing own brand strategy (ROLINE)
- Customer advice and expansion of Key Accounts
- Hosting of customer technical trainings WLAN, VoIP

Zürich, Switzerland  
Oct 1999 - August 2000

### Area Sales Manager

#### Drahtex AG (Manufacturer of FO & TP connecting systems)

- Acquisition new customer in Switzerland
- Customer support for Cabling components (Fibre & Twisted Pair)
- Fibre splice machine to showcase by customer

Zürich, Switzerland  
Sept 1997 - June 1999

### Regional Sales Manager

#### RSL COM Switzerland AG (Telecommunication services)

Acquisition SMB's for the Telecommunication Services and Calling Cards. Meeting appointed thru a call center.

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## EDUCATION

Zürich, Switzerland  
2016

### Project Manager, IPMA Level C

Innopark Switzerland AG, Zürich

Zürich, Switzerland  
2011

### Digital Project Manager, Federal Certificate

SAWI Academy for Marketing and Communication AG, Zürich

St. Gallen, Switzerland  
1980 - 1984

### Electrical Engineering, Federal Certificate

Vocational school, St Gallen

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