

curriculum vitae

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Andrew McIntyre

Date of Birth: October 16th 1972
in London UK

professional experience

2010 - current

CGS Publishing Technologies International GmbH

Area Sales Manager for France, UK, Italy, Spain, Portugal, Austria.
Sales development for ORIS colour management software.

Main task was to engage sales with Xerox in Europe, as ORIS wasn't sold within the EU except Germany. This was achieved by helping Xerox to reach FOGRA Certification for iGen4 with FFPS and Colotech paper. According to engineering at Xerox Rochester this was not possible, though needed to compete against HP Indigo. Certification was obtained in December 2010.

Since, ORIS Sales have begun in Xerox France, UK, Italy, Spain. Many invitations to support Xerox sales teams in Europe, visiting customers and supporting the showroom demonstrations.

2008 - 2010

Konica Minolta Business Solutions Deutschland GmbH

Production Printing Consultant for Bavaria.

As sales specialist, I supported acquisition of new customers for the production printing range of colour and B&W. Mainly doing cold customer acquisition, then followed by demonstration in showrooms. Further responsible for exposé of the offer and signature of contracts.

Furthermore supported training and knowledge base for Sales Teams as well as technical teams, by proof of concept. Using FOGRA standards, new papers and different approaches to engage more complex customers.

148% target achievement in first year.

2003 - 2008

Electronics for Imaging Deutschland GmbH (Ratingen)

Field Sales Engineer

Pre-Sales support for Konica Minolta Europe, HP, Océ, Sharp, Toshiba for FIERY and subsequent products.

Pre-Sales support for Xerox D/A/CH for SPLASH based products.

Pre-Sales support for Canon Europe for EDOX based products.

Main task as of 2004 was to give colour management trainings to EFI customers within Europe and US. As well as supporting marketing for product launches, by developing simple explanations for high tech products in multiple languages.

4 Awards in 8 Years called EFI Elite Club. 100 out 2700 Persons eligible per year, of which only 10 were Pre-Sales.

2000 - 2003

Electronics for Imaging Europe B.V. (Schiphol-Rijk)

Technical Support Engineer

Support of the OEM partners at the European EFI hotline with 3 other engineers. In French, English, German and Dutch.

Fiery support with Ricoh Europe and Japan. Later for all OEM partners except Xerox.

EDOX support with Canon Europe.

Trainer for EFI launches of new Fierys, throughout Europe and partly the US.

Interface between US EFI Engineering and OEM partner engineering and support.

Maintenance of EFI Siebel database.

1999- 2000

Logitech Europe S.A. (Amsterdam)

Technical Support Team Supervisor

Support of European customers via telephone hotline in French, German and English. 2nd level support supervisor. Interface for 3rd level support in Lausanne.



1998 - 1999

European Patent Office (Munich)

Administration

Working at DG2, making sure communication between examiners and applicants was documented in EPO systems. Deadline management and subsequent payment notices.

1996 - 1998

PK & P3 (Hamburg)

Training

Founded in the 1960s, the company serves governmental security and information services as consultant.

Trainer for security lock systems in English, French and German.

Education

1994-1996

ESB Business School Reutlingen

Major subjects: Logistics and Marketing.

No Diploma.

1993

Bac à Lauréat

European School Munich

Major subjects: Philosophy and Chemistry.

Technological knowledge

-Adobe CS Suite

-In depth knowledge of Adobe products since Photoshop 5.5. and Adobe colour management.

-Mac OSX, colour management, printing.

-Windows all platforms colour management, printing.

-Network printing.

-FOGRA Certification for Contract Proofing in December 2010.