



# Daniel Märklin

Well-rounded leader with experience in the machine tool, manufacturing, automation and fabrication sectors

## ABOUT

Nationality: Dual citizen of Germany and USA

Residency: Chicago, USA

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+1 (847) 331-7309

## EDUCATION

- ✓ Masters, MBA
- ✓ Bachelor's Degree, Mechatronic & Microsystems

## EXPERTISE

- ✓ Restructuring and turnaround of business units / subsidiaries
- ✓ Develop and establish direct / indirect sales channels
- ✓ Team development
- ✓ Change management
- ✓ Sales management
- ✓ Project management
- ✓ Operations
- ✓ Attention to detail
  
- ✓ Sales: \$15M-\$110M
- ✓ Revenue: \$15M – \$35M

## INTERNATIONAL EXPERIENCE

15 Years: USA

5 Years: GERMANY

## SYSTEMS

SAP, QuickBooks, Maximizer, MS Office Suite, MS Project

## LANGUAGES

German  
English

## INDUSTRY & FUNCTION

Industrial Automation   Automotive	President & CEO   Heading full production entity for North-America
Medical   Aerospace	President of machine tool manufacturer   Heading sales, applications and service
Job Shops	President of machine tools supplier   Heading sales & service
Fabrication   Agriculture	Key Accounts Manager

## PROFESSIONAL EXPERIENCE (full-time employment)

President & CEO (USA)	Felsomat USA Inc.	4 Years
President (USA)	Tornos Technologies Inc.	1 Years
President (USA)	Knuth Machine Tools Inc.	5 Years
Key Accounts Manager (USA)	TRUMPF Inc.	5 Years
Assistant to Board Member R&D (GER)	TRUMPF Holding	2 Years
Project Engineer (GER)	TRUMPF Holding	3 Years

## AREAS OF EXPERTISE

### Project Implementation & Optimization:

- ✓ Establishing business plans, budgets and forecasts
- ✓ Establishing and implementing procedures, guidelines and key performance indicators
- ✓ Establishing transfer pricing
- ✓ Establishing SWOT, margin and sales analysis
- ✓ Launching and expanding subsidiary in Mexico

### Leadership & Management:

- ✓ Directing all operational and strategic decisions
- ✓ Building strong and engaged teams
- ✓ Setting performance goals for departments and individuals
- ✓ Engaging employees in change management processes
- ✓ Defining and implementing business strategies according to vision and mission

### Special Competences:

- ✓ Experience in restructuring and turnaround situations
- ✓ Comprehensive understanding of the automotive, aerospace, general manufacturing and fabrication industry
- ✓ Develop and implement sales and service strategies
- ✓ Strong in teamwork and communication
- ✓ Distinct business acumen paired with entrepreneurial business mindset

## PROJECT EXPERIENCE

### Projects to improve Sales and EBIT:

- ✓ Strategically reworked sales network by defining key accounts, direct and indirect sales territories and new distribution channels.
- ✓ Restructured service organization by defining and implementing new service processes to substantially improve customer satisfaction and loyalty.
- ✓ Defined and implemented management tools and processes for plant operation to ensure machines are built and ship on time.
- ✓ Defined and implemented strategic tools and key figure systems to measure and improve P&L performance of multiple entities.