

CURRICULUM VITAE – Alice Skriver



Alice Skriver

PERSONAL DATA

Born: 6.1.1969, in Denmark

Nationality: Swiss

+41 78 800 06 91
contact@vaskriver.ch

LANGUAGES

Dänish: ■■■■■■■■■■
German: ■■■■■■■■■■
Englisch: ■■■■■■■■□
French: ■■□□□□□□□□

IT-SKILLS

Office: ■■■■■■■■■■
SAP: ■■■■■■■■□
SQL: ■■■■■■■■□
Joomla: ■■■■■■■■□
Wordpress: ■■■■■■■■□
Adobe: ■■■■□□□□□□

PROFESSIONAL BACKGROUND

- 08/2007 – today
 - **Self-employed**
 - Sales Manager, Chemical Industry
 - Support international key accounts
 - Sales planning, responsibility for Key Accounts
 - Price negotiation
 - Supply agreements, contracts
 - Presentation new products
 - Support quality, production and R&D departments
 - Draw up of produkt and training documents
 - Chemical advisor and Scandinavien Specialist
 - Support sales Scandinavia
 - Freeze drying
 - Mold treatment
 - Physical archiving
 - Manager group of companies with collaboration around archiving (physical, digital, preservation)
 - Managing E-Mail account and homepage.
 - Organising meetings and customer events.
 - Hosting customer events.
 - Market analysis
- 11/2000 – 07/2007
 - **Deputy Head of Department R&D Chemical Industry**
 - Responsible for development programs worldwide
 - Analysis of market trends, identification of new markets, processing plans.
 - Acquisition new projects/customers, market-oriented technical presentations, project proposals, product solutions.
- 05/1994 – 10/2000
 - **Project Manager R&D Power Plant**
 - Responsible for two large plant projects
 - Support chemical laboratory
 - Responsibility for environmental issues
 - Chemical operation production plant
 - In 1995 secondet at IEA Coal Research in London, 8 month, Study on gasification
- 04/1992 – 04/1994
 - **Project Manager R&D Technological Institute**
 - European Research Project
 - Design, construction and commissioning of pilot plant
 - Test runs in cooperation with European research partners.

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EDUCATION

- 1996 – 2002
 - **Graduate Diploma in Business Administration**
 - University of Southern Denmark
- 08/1988 – 02/1992
 - **Bachelor of Science in Engineering**
 - Technical University of Denmark
 - Chemical Engineering, Process Technology
- 08/1985 – 07/1988
 - **High School**
 - Haderslev Katedralskole, Denmark
- 08/1976 – 07/1985
 - **Public School**
 - Over-Jerstal Skole, Denmark
- Various Diplomas
 - Emission measurements, MILJØ-KEMI
 - Project Management, Ingeniørhøjskolen Esbjerg Teknikum
 - Project Management 1, DiEU
 - Project Management 2, DiEU
 - Sell Your Ideas, DiEU
 - NLP personal development, DiEU

EXPERTISE

- 20 years experience in R&D and project management. Strong skills in organizing and structuring complex projects and teams.
- 13 years experience as Key Account Manager.

SOFT SKILLS

- Initiative
- Problem solver
- Goal orientated
- Creative
- Flexible
- Reliable
- Motivating