
MICHAEL HARDART

PROFIL

Franco/German, born Mach 19th, 1967 in Germany, practitioner of climbing, thriver in a dynamic environment, always finding a way to move forward - both myself and the organization. Customer focused, communicative and positive relation builder and negotiator, navigate the international business landscape with ease. Understand that pricing needs to be supported by value analysis, and have experience from working with tools for this. Experience from working with different sales techniques, together with experience from sales management and business development, supported by a relevant education in international business and management. Always keep what is best for the business, as well as the targets, in mind. Professional level in Portuguese, French, German, Spanish and English, written and spoken.

PRODUCT & PROJECT MANAGER, CIE AUTOMETAL - SP – 2004-PRESENT

PL, for Metallic and Thermoplastic Injection automotive External and internal Trim parts, responsible for its journey from the quotation to the first soled approved production part by the OEM. Negotiating, logistics, quality and technical standards, locally and overseas for the project's machines, tolling and raw material in accordance to the OEM's criterion's.

SOLUÇÕES PONTO COM ASSOCIATE - SP – 2007-PRESENT

Soluções is a consultant company also known as Agencia de Cultura assisting producers to raise funds for their cultural projects.

INTERNATIONAL BUYER EXECUTIVE, VOLKSWAGEN – 2006-2008 OEM VW Parts and Accessories purchasing for Brazilian market.

WORKED IN IMPORT EXPORT BUSINESS – 1989-1999 NESTLE / CELTRANS / DYNAPAC / HARDIMEX

EDUCATION

FASP - SÃO PAULO BRASIL – INTERNATIONAL BUSINESS BACHELOR IN 1993
CHAPLE SCHOOL - SÃO PAULO BRASIL- AMERICAN HIGH SCHOOL GRAD.IN 1988
LICÉE PASTEUR - SÃO PAULO BRASIL - FRENCH ELEMENTARY SCHOOL

COMMENTS

Great expertise in management, negotiation and development of External & Internal Trim parts for OEMs. In the last 15 years managed sales and developed them around the world opening new market in Brazil for CIE Automotive as, Renault/Nissan, PSA, Honda, Hyundai and gave continuity to business as FCA, Ford, GM, VW, Mitsubishi... Looking for new challenge.

