

BERND W. MOSIG

14 AM GATHERHOF, DUESSELDORF, 40472	
PHONE +49 171 6957164 • E-MAIL COKOL02128@YANDEX.RU	
PERSONAL PROFILE	
	Dynamic Management Professional with advanced knowledge in general management disciplines based on international standards; more than twenty years experience in European fish business; proven ability to combine strategy with organizational change and people; strong record of increasing profitability and improving operational efficiencies, with superior client service rating
<u>Education</u>	
	1984 - 1986 Staatliche Hotelfachschule, Berlin <i>Master of Business Administration</i> Diploma 2,2 , among the best 10% Focus on: Marketing Management, Administration Management, Dietetics, Tax Law, Improve Language Skill (French and English) 1977 - 1983 Hotel & Restaurant School at Moevenpick Group, Bonn, Zurich, Switzerland <i>Certified Manager of Hotel and Restaurants</i>
<u>Work Experience</u>	
	2017 - 2018 Metro C&C Kazakhstan, Almaty <i>Head of Buying, Ultra-Fresh, Fresh, Deep Frozen, Canned and Grocery</i> Leading a team of 6 CMs in dry, frozen, fresh and ultra-fresh departments. Guiding and supporting the team of MCC Kazakhstan to realizing common projects, building the future of common sourcing joint venture with MCC Russia. Responsibility in turnover, stock management and earnings

2017 - 2018 Metro C&C Germany,
Duesseldorf

*Category Management purchasing
department frozen and deli fish*

Responsible for frozen fish and deli fish,
negotiation with suppliers, planning and
realizing common sourcing projects, building of
future assortment and responsibility of turnover,
stock and earnings

2014 - 2017 Metro C&C Russia, Moscow

*Senior Category Manager purchasing
department fish*

Responsible for chilled fish, deli fish, frozen and
live fish, negotiation with suppliers, planning
and realizing projects and future assortment and
responsibility of turnover, stock and earnings

Leading a team of 10 employees

Moving to Ultra Fresh Optimization Team,
MCC Russia, Moscow, Merchandising for fresh
fish, meat, fruit and vegetables and bakery
department in every Metro C&C stores Moscow
(18)

2014 Metro AG Germany,
Duesseldorf

Ultra Fresh Country Support

Supporting several countries in Ultra Fresh
Category, especially Fish

Analyzing, diagnostic and support MCC
Countries, train and follow up based on prior
results

2011 - 2014 Metro C&C, Boston Trading
Office, Boston USA

Sourcing and Sales Support Expert

Start up the International Buying Business as
Source and Sales Manager for Chilled Fish,
Live Lobster and Frozen Fish, responsible for
turnover, stock and earning

Sourcing for 15 MCC countries, mainly West
and East Europe plus Asia

Responsible for managing promotion calendar
and advertising deadlines in MCC countries,
negotiation with supplier, common sourcing
with MCC countries, keeping delivery
deadlines, follow up from catching to delivering
in MCC country.

1999 - 2011 Metro C&C Germany,
Duesseldorf

Assistant Category Manager fresh fish

Starting as Department Manager Fresh Fish,
Berlin, responsible for turnover, stock and
earning

Moving to Head Office, Duesseldorf,
Merchandising for fresh fish, meat, fruit and
vegetables and bakery department in every
Metro C&C stores Germany

Assistant Category Management fresh fish,
responsible for managing promotion calendar
and advertising deadlines, negotiation with
supplier, head buyer for fresh water assortment,
smoked fish, lobster and wrapped fish,
developing sales policies

1998 - 1999 Seafood Service Company,
Frankfurt and Cuxhaven

Supply Chain Management

Coordination processing for fresh fish between
suppliers and retailer and whole seller

Platform Manager fresh fish with Import and
Export assignments

1997 - 1998 Seychelles Import & Export
Company, Essen

Sales Manager

Leader of Selling Department Europe

Head buyer Import from Asia and Africa

1994 - 1997 Kaufland East Germany,
Dallgow/Berlin

Category Manager Fresh Fish Retailer

Head of Fish Departments in East Germany

Establish and lead a sales team in 26 stores East
Germany, lead expansion fresh fish department
East Germany,

Developed and launched educational book for
Kaufland

Head Buyer fresh fish East Germany

1989 - 1994 Deutsche See, Berlin

Sales Manager, retailer and wholesaler

Responsible for turnover, earning and customer
satisfaction

At first only Berlin West and after 1989 full

	<p>East Germany</p> <p>1986 - 1987 Association for Restaurant and Hotel Management, Dortmund</p> <p><i>Junior consultant</i></p> <p>Consult and lead Hotel and Restaurants, advised in marketing, system structure of hotel and restaurants, administration of couple of hotels and supervised hotel management</p> <p>Developed and launched manuals in several situations, management of crises.</p> <p>1983 - 1984 McDonald Food Company, Stuttgart</p> <p><i>Sales Manager</i></p> <p>Assistant restaurant Manger <input type="checkbox"/> Lead Production Chain, lead sales team, train employees, responsible realization marketing schedule, <input type="checkbox"/></p>
<u>Skills</u>	
	<p>Languages: German (native), Russian (Exam B1 TRKI, fluent), English (fluent), French (basic)</p> <p>Computer: Microsoft Office Package, Open Office and several other PC programs from companies, where I have worked. <input type="checkbox"/></p>
<u>Activities</u>	
	<p>Soccer: Both playing and coaching a local team <input type="checkbox"/></p>