ALEXANDER HERRMANN

BUSINESS DEVELOPMENT · STRATEGIC PARTNERSHIPS · SYNERGY SCOUTING

Build bridges. Ignite meaningful growth.

Thinking across industries. Recognising business potential. Connecting people, expertise and opportunities to create meaningful impact.

HOW I CREATE VALUE

CONNECT
Bring together decision-makers, specialist expertise and complementary business functions.

QUALIFY
Understand technical and commercial needs; identify viable business opportunities.

DEVELOP
Engage specialist partners, structure leads and initiate actionable next steps.

SELECTED EXPERIENCE & BUSINESS IMPACT

B2B TECHNOLOGY SALES · QSC/q.beyond
Built sales-pipeline potential of approximately €350,000 through structured B2B outreach, needs qualification and consistent follow-up in IT and digital services (innotec, 2015–2017).

LEADERSHIP & ORGANISATIONAL DEVELOPMENT
Identified and qualified development needs in industrial, engineering and infrastructure organisations; initiated introductions to specialist advisory partners.

AI, DIGITALISATION & PROCESS IMPROVEMENT
Identified concrete opportunities across engineering consultancies, technical planning firms, construction businesses and knowledge-intensive B2B services – from AI-assisted planning and document processing to more efficient administrative workflows.

INTERDISCIPLINARY BUSINESS DEVELOPMENT
Connected client needs with specialized capabilities across several corporate groups and their respective partner networks – spanning recruiting, leadership development, management consulting, AI/digitalization, and strategic communications.

STRATEGIC RECRUITING & RELATIONSHIP MANAGEMENT
Developed client relationships and supported targeted recruitment of specialists and managers across engineering, technical planning, project management, business development, finance and key commercial roles.

DISTINCTIVE STRENGTHS

Cross-industry transfer competence · Interdisciplinary synergy scouting · Multi-perspective thinking · thought provoking dialogue · Cross-functional organisational understanding · Relationship-led B2B communication

NEXT-STEP FOCUS

People & Talent Acquisition · Business Development & Partnerships · Synergy Scouting & Relationship Building