



**Entrepreneurial Resources Group**  
Senior Executives \* Proven Results

**Ferdinand Luttkhuizen**

**INTERNATIONAL BUSINESS AND MARKETS DEVELOPMENT**

**PROFILE**

**Business Manager of global international markets and development projects in highly competitive manufacturing industries of components, automobile and capital equipments.**

**EXPERIENCE**

- Senior partner with ERG Europe, Interim Management; Independent International Trade Consultant (on-going: 1) Developing the German market for steel components for the automotive, packaging, electric components and agriculture industries – 2) Analysis of Eastern European countries aiming to install a manufacturing plant of exhaust systems components to serve local manufacturers).
- Export Division Manager for a French automobile components supplier (tier 1) – main supplier of metal Exhaust Gas Recycling and Noise Reduction components.
- International Sales Manager for a European leader in Industrial Automation Systems for the glass packaging industry.
- Export Manager for the main French aeronautic and automotive wiring harnesses manufacturer.
- Export Manager and Coordinator of the German subsidiary of a main French automobile manufacturer, in charge of adaptation and sales of car engines, power units, mobile air compressors and welding units.
- International Markets Developer for a leading German packaging components manufacturer.

**MAJOR SKILLS**

- Negotiation and management of marketing and sales activities of systems and components development projects in various industries (automotive, packaging, machinery, capital equipments).
- Manages international multi specialisation teams.
- Strong practices with key industries and administrations.
- Market practices: Western and Eastern Europe, Near East, Asia, Australia, American continent.

**EDUCATION & LANGUAGES**

- MHAS - School for Business Management (Netherlands)
- NIMA - Dutch Marketing Institute (Netherlands)
- Bilingual in   , current in 

**COMPANIES**

- |   |                         |                 |
|---|-------------------------|-----------------|
| • ERG Europe  | Paris                   | (2003 on-going) |
| • WAG, Automotive components                            | Roubaix                 | (1998 - 2003)   |
| • Everstyl, Furniture (Audit of foreign subsidiaries)   | Lisses                  | (1996 - 1997)   |
| • MOTUL, Automotive lubricants                          | Aubervilliers           | (1994 - 1996)   |
| • ESIA (Groupe Cogema – SGN), Industrial automation     | St. Quentin en Yvelines | (1986 - 1993)   |
| • LABINAL-DICAB, aeronautic and automotive wiring harn. | St. Quentin en Yvelines | (1985 - 1986)   |
| • CLM (PSA Group), automotive engines and power units   | Nanterre                | (1980 - 1985)   |

**MISCELLANEOUS**

- Strongly motivated by international development in automotive and innovative industries.
- Private pilot (SEP-PPL)