



Andreas Maier

KRAL AG
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Email a.maier@kral.at
Date of birth 29.07.1967
Nationality German

Short Profile:

Knowledge:

- Long-time experience in process automation, measurement- and control technology
- advanced know-how in industrial instrumentation, especially flow measurement
- Responsibility of operational and technical start-up for international business unit in Asia
- Sales responsibility for Asia and key customers in Europe
- Specific experience and knowledge in marine business in fuel measurement / treatment and emission control.

Professional Experience

since 09/2015 **KRAL AG**, Lustenau (Austria)
Division: Flow measurement
Sales Manager / Key Account

- Sales responsibility for selected countries in Asia and Europe, B2B and B2C.
- Managing of key customers (Boiler, burner as well booster module manufacturer).
- Marketing activities.

- Product and business development

03/2007 – 05/2014

Aquametro AG, Therwil (Switzerland)

Department: Marketing and Sales

Head of marine business

- Responsible for entire operational leading of business unit “marine”.
- Technical and commercial Support of branch offices in South-Korea and Singapore as well agents in Asia.
- Responsible for sales in assigned countries in Asia and key-customers in Europe.
- Product development

11/1999 – 12/2006

Buss Chemtech AG, Pratteln (Switzerland)

Department: Process Automation

Project Manager, Process Automation

Education Career

04/2013 – 10/2014

University HSG, St. Gallen (Switzerland)

Executive Diploma in Small and medium sized company Management

Diploma thesis: Change from product supplier to solution provider.

08/1993 – 07/1994

Fachschule für Elektrotechnik (Walter Rathenau Gewerbeschule), Freiburg (Germany)

Certificate as Elektromeister.