

Curriculum vitae

first name last name	
Tel	+49 1525 9101351
E-Mail	Info@astapelmann.de
Zivilstand	Married
Geb. Dat.	01.05.1961
Website	---
Professional Experience (the latest first)	
01.01.2017 - today	<p>Chief Negotiation Office, Head of Europe West Negotiation Office Ernst & Young GmbH, Düsseldorf</p> <p>Steering & design of complex negotiation processes throughout Western Europe Strategic and tactical negotiation Active negotiator Coaching on all levels of hierarchy Design and facilitation of negotiation training and workshops</p>
01.01.2005 – 31.12.2016	<p>Director Procurement Global Services Brose Fahrzeugteile GmbH & Co.KG, Coburg und Würzburg</p> <p>Global purchasing responsibility for alle service commodities (e.g. temp work, rework, consultancy, business travel, HR services) with a purchasing volume of € 250 mio. p.a. Development and implementation of strategies, optimizing of supplier portfolio and purchasing processes Planning and carrying out of special projects to reduce cost and optimize processes Technical leadership of 10 strategic buyers globally thereof 4 also disciplinary</p>
01.01.2002 – 31.12.2004	<p>Consultant in Project Negotiation, Travel Management and Process Management (self-employed)</p>
01.07.2001 – 31.12.2001	<p>Director Flight Contracting, Festival Crociere, Genova</p> <p>Implementation of a Pan-European Service Center for flight reservations, Yield Management and Ticketing Pan European Airline Relationship Management</p>
01.02.2000 – 30.06.2001	<p>Project Manager Flights LastMinute.com, Munich</p> <p>Restructuring of Flights Department Global Airline Relationship Management, Restructuring of Customer Service Special Projects Work (National and International)</p>
01.01.1999 – 31.01.2000	<p>Manager Sales & Marketing Fly FTI, FTI Touristik, Munich</p> <p>Planning and Execution of Sales and Marketing Activities Implantation of Direct Sales Travel Agency Relation Management</p>
01.06.1991 – 31.12.1998	<p>Director Flight Contracting LTU Touristik (Meier´s Weltreisen, Jahn Reisen), Dusseldorf</p> <p>Development and execution of strategies for flight contracting</p>

01.11.1987 –
31.05.1991

Steering and execution of negotiation processes with airlines
Optimization of flight provider portfolio
Definition and control of quality standards

**Head of Reservations and Assistant to CEO,
Campertours Worldwide, Moers**

Responsibility for Travel Agent Relations, Sales and Marketing
Leadership of Reservation and Sales Team (5 Members)

Education and trainings (last training first)

2019

Certified Global Negotiator
Executive Business School, St. Gallen

2014

Chief Negotiation Office
Schranner Negotiation Institute, Zürich

Various since 1990

MS Power Point
Rhetoric's
Leadership
Presentation
Management Training
Intercultural behavior in Asia