

FLORIAN LAUTERMANN

INTERNATIONAL BUSINESS STUDENT WITH AN AFFINITY FOR
I.T. SEEKS CHALLENGING JOB & INTERNSHIP OPPORTUNITIES



florian.lautermann@student.

hs-anhalt.de



+49 178 7790709



Am Beekerkamp 101,
41065 Mönchengladbach,
Germany



[https://www.linkedin.com/in/
florian-lautermann-8297775b](https://www.linkedin.com/in/florian-lautermann-8297775b)



PROJECTS

- **SYSTEMEC DATA ANALYSIS – Graduation Project** ♥ Venlo, The Netherlands
Feb 2016 – June 2016
The aim of my graduation project was to provide the management with a database tool that will show where to find and how to serve potential customers in order to increase company's turnover by 300.000€ within 2 years
Report on how I was able to gather data about potential customers from Germany (NRW) and how I put this data into a database. • Gathered more than 172.000 customer contacts and surveyed 6101 companies • Through visualizing as well as analyzing the data (using Tableau and other resources), I was able to state which customer groups Systemec should target first and how to get in contact. • Identified 402 high potential customers within a range of 50 km
- **HP DATA ANALYSIS – Group Project** ♥ SDSU, California, USA
Jan 2015 – June 2015
We developed a technique to visualize data from an XML file. 15 page report on our process. Analyzed the data and created an ERD to get an overview. • Extracted, Transformed, and Loaded the data from the XML file into SQL Server Management Studio using SQL Server Integration Services (SSIS). • Checked the quality of the data to compare with the ERD, fixing found errors, and re-extracted the necessary data. • Visualized the data in a Business Intelligence tool, Tableau, to clearly see the relationships between a number of factors that could lead to better decision making by managers.
Report on how we were able to gather technology reviews from other countries outside the U.S for HP products and put this data into a database. • Through analyzing the data (using Tableau and other resources), we were able to state whether HP had a competitive advantage or disadvantage in a specific market.
- **FINANCIAL ANALYSIS – Group Project** ♥ Fontys-University, The Netherlands
Jan 2014 – Jun 2014
Developed recommendations for a German Company planning to acquire a Bulgarian one by means of a Leveraged Buy Out (LBO). • Valued the company Intools (Bulgaria) and selected financial measures which improved the rating and enhanced the Free Cash Flow. • Presented our choice of financial measures leading to the optimal solution for the acquiring company.
- **VISIONARY (Student Company) – Group Project** ♥ Fontys-University, The Netherlands
Sep 2013 – Jun 2014
Managed a Student-Company of 12 members. • As General Manager of this company I was responsible for the semi-annual and annual reports to shareholders. • Preparation of agendas and meetings as well as giving presentations to shareholders • Project management in terms of goal attainment, deadlines, process adjustment. • Reached break-even point in 4 months, on an initial investment of 850 €.
- **INTERNATIONAL OUTLOOK – Group Project** ♥ Fontys-University, The Netherlands
Sep 2013 – Dec 2013
Developed a strategic recommendation for METRO AG, aiming to expand its business activities to new markets abroad. • Collected, selected and structured information necessary to define opportunities and threats of a planned venture. • Set up an evaluation scheme based on various macroeconomic criteria which served as a benchmark to evaluate and rank potential entry countries.



EXPERIENCE

INTERNATIONAL



PROFESSIONAL SKILLS

- ★★★★★ MS-OFFICE
- ★★★★★ BUSINESS WRITING
- ★★★★★ NETWORK TECHN.
- ★★★★★ DATA ANALYSIS
- ★★★★★ MS-ACCESS
- ★★★★★ TABLEAU SOFTW.
- ★★★★★ ACCOUNTING
- ★★★★★ PROJECT PLANNING
- ★★★★★ SPSS



INT. DRIVERS LICENSE



B • BE



C • C1E



CE up to 12t



More info on:
LinkedIn