

SACHA STAWSKI

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PROFILE

Marketing and sales professional with superior organizational and communication skills. Internationally educated. MBA from the University of Chicago Graduate School of Business, with strong emphasis on strategy and marketing. Proven abilities in identifying new client groups, designing successful promotional campaigns, developing long term business strategies, generating ideas, managing products, details and people. Highly motivated self-starter and team player with a strong work ethic and positive attitude.

PROFESSIONAL EMPLOYMENT

- CAPITOL Immobilien GmbH**, Steinweg 10, 60313 Frankfurt, Germany *(Mar. 2000 - present)*
- ◆ Liegenschaftsverwalter / General Manager
 - ◆ Responsible for development and management of commercial real estate property all over Germany
- TIME Communication Services AG**, Nehringstrasse 2, 61352 Bad Homburg v.d.H., Germany *(Dec. 1999 – Jan. 2000)*
- ◆ Group Product Manager for "New Media for Business" company, specifically:
 - ◆ Product Manager TeleChoice GmbH Global Telephony Product Solutions
 - ◆ Product Manager EUREKA Global Teleconferencing Services GmbH for Multipoint Audioconferencing, Multipoint Videoconferencing, Group Videoconferencing & Dataconferencing Solutions
 - ◆ Due to unexpected family circumstances regretfully forced to resign, thus allowing the full-time changeover to the family business
- NiTo USA Inc.**, 304 Newbury St., Suite 226, Boston, MA 02115, USA *(June 1996 – Nov. 1999)*
- ◆ Director and Consultant for International Financial Publishing Start-up (Distributors of "The Burmese Tiger Technical System")
 - ◆ Responsible for running of US operations, including legal, managerial, sales and marketing issues and strategies
 - ◆ International Sales and Marketing of analytical services to private, corporate and institutional investors (Forex, Bonds and Stocks)
 - ◆ Establishment of World Wide Web site and development of long term International Internet sales and marketing strategy
- Thomson Financial Services**, 22 Pittsburgh Street, Boston, MA 02210, USA *(Jan. 1996 - May 1996)*
- ◆ Sales Manager, Canada for Technical Data services (formerly exclusively distributed over Dow Jones Telerate, now Bridge Telerate)
 - ◆ Experience in dealing with: Forex, Bonds, Money markets, Mortgages, Swaps and Eurobonds (15 premium analytical services)
 - ◆ Co-ordination of Sales and Marketing events for territory; relationship development with clients and Canadian partner offices
 - ◆ Redesign of single product/user pricing structure to bulk packaging and pricing for multiple products and users on digital platforms
- Thomson Financial Services**, Westendstraße 19, 60325 Frankfurt, Germany *(June 1993 - Dec. 1995)*
- ◆ Sales and Marketing Executive (with office management responsibilities) for Technical Data, working with and through D.J. Telerate
 - ◆ Territory: Germany, Austria, Switzerland & Eastern Europe; expansion into new product & geographic areas; alliance management
 - ◆ Press contacts; design & co-ordination of promotional campaigns; database maintenance; bookkeeping; pricing; customer relations
 - ◆ More than doubled monthly revenues and progressed to become Number One salesperson in Continental Europe
- Clark Travel Club**, 950 Main Street, Worcester, MA, USA *(June 1990 - June 1993)*
- ◆ Founder and President of full service student travel agency (Flight, hotel, car rental reservations, Spring Break & weekend trips)
 - ◆ Propelled growth from dorm-room operation to full service travel agency with sales exceeding \$50,000 per month

EDUCATION

- University of Chicago, Graduate School of Business**, Chicago, IL, USA: Masters of Business Administration (MBA) *(1996-1998)*
- ◆ Student at the University of Chicago MBA Program, Concentrations in Strategy and Marketing. GPA: 3.5 / 4.0
 - ◆ Who's Who Among International Entrepreneurs (1997); Who's Who in Executives and Businesses (1998)
- Clark University**, Worcester, MA, USA: Bachelor of Arts (BA) in Economics with Honors, Concentration in German *(1989-1993)*
- ◆ Who's Who Among Students in American Universities (1992 & 1993); Who's Who Registry of Global Business Leaders (1992)
 - ◆ Awarded First Academic Honors; GPA: 3.3 / 4.0; Writing & Teaching Assistant, Peer Advisor, Tutor, Alumni Interviewer

ACTIVITIES / PERSONAL

- ◆ **Honestly-Concerned.org**, Founder and Editor-in-Chief, Frankfurt, Germany *(May 2002 – present)*
 - ◆ Key spokesperson for the organization, frequent guest lectures, appearances on TV and radio, various publications, etc.
- ◆ Article published in: "Was ich den Juden schon immer mal sagen wollte..." by Nea Weissberg-Bob (Hrsg.), Lichtig Verlag, Berlin 2002
- ◆ Co-publisher of book planned for Summer 2005: „Neu-alter Judenhaß, Antisemitismus, Nahostkonflikt und europäische Politik“