



JAN-BERND BECHSTEIN

Media Design, Sales, Project manager

Profile

I am a German-Finn, born March 7th 1979 in Frankfurt am Main.

*While my Media Engineering studies in Finland I was hired by ALMA Media and so my career as **Project Manager, Marketing Coordinator, Media- and Online Product Designer** and of course **Sales Guru** began.*

In 2016 I also started helppoestittely.fi – A service provider to make the real estate sales process easier.

I am passionate about driving companies, teams and colleagues forward to new levels with a positive approach and a can-do attitude.

Contact

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Experience



Airbus Defence and Space

Helsinki, Finland

September 2022 – Present

- Demo Project Manager



Fiare

Helsinki, Finland

September 2017 – September 2022

- Product Development Manager
- Sales Manager: DACH



BiiSafe

Espoo, Finland

January 2017 – September 2017

- Sales Team Leader



BiiSafe

Espoo, Finland











October 2016 – December 2016




- International Sales Manager
- Customer Success Manager



Codemenders

- Sales Executive

	Espoo, Finland <i>June 2016 – March 2017</i>	<ul style="list-style-type: none"> • Customer Success Manager
	eSupplie OY Vantaa, Finland <i>November 2015 – April 2016</i>	<ul style="list-style-type: none"> • Supplier Success Manager • Head of IT
	eSupplie OY Vantaa, Finland <i>May 2015 – November 2015</i>	<ul style="list-style-type: none"> • Country Manager DACH • Product Development • Sales team support & training • IT support & Office Management
	ThirdPresence OY Helsinki, Finland <i>April 2015 – May 2015</i>	<ul style="list-style-type: none"> • Customer Success Manager • Customer usage data migration & monitoring
	Bitbar OY Helsinki, Finland <i>May 2013 – February 2015</i>	<ul style="list-style-type: none"> • Senior Account Manager • Sales Team support & training
	Leiki OY Helsinki, Finland <i>May 2012 – November 2013</i>	<ul style="list-style-type: none"> • Sales Manager and Account Manager for DACH • Business Developer Manager for DACH • Marketing Manager for DACH
	Management Events GmbH Helsinki, Finland & Munich, Germany <i>August 2011 – April 2012</i>	<ul style="list-style-type: none"> • Sales Manager and Account Manager for DACH
	Danceteam International OY Helsinki, Finland <i>February 2011 – Present</i>	<ul style="list-style-type: none"> • Member of the Board • Event Support
	Danceteam International OY Helsinki, Finland <i>February 2011 – December 2013</i>	<ul style="list-style-type: none"> • CTO • Event Support
	Danceteam International OY Helsinki, Finland <i>February 2007 – December 2011</i>	<ul style="list-style-type: none"> • Tech Support • Event Support • Media Designer
	ALMA Media OY: Mascus.com Helsinki, Finland <i>January 2009 – August 2011</i>	<ul style="list-style-type: none"> • Business Development • Marketing Support • Product Development Manager • Optimising Salesforce usage: Improving, views and templates, fine tuning workflow, adjusting fields and managing data integration and export.

		<ul style="list-style-type: none"> • Salesforce Administrator: User and rights management • Salesforce & Marketing email response tracking and integration (Active Campaign)
	<p>ALMA Media OY: Mascus.com Helsinki, Finland <i>November 2005 – December 2008</i></p>	<ul style="list-style-type: none"> • Country Manager for Germany, Austria and Switzerland • Country Manager for Benelux
	<p>ALMA Media OY: Mascus.com Helsinki, Finland <i>August 2005 – October 2005</i></p>	<ul style="list-style-type: none"> • Market Analyst for the Germany, Austria and Switzerland
	<p>ALMA Media OY: Mascus.com Helsinki, Finland <i>November 2005 – December 2008</i></p>	<ul style="list-style-type: none"> • Country Manager for Germany, Austria and Switzerland • Country Manager for Benelux
	<p>Unique United OY Espoo, Finland <i>February 2005 – July 2005</i></p>	<ul style="list-style-type: none"> • Marketing Manager • Project Manager • Lead HTML & PHP programmer • Visual Designer (2D & 3D)
	<p>Systematika GmbH Heidelberg, Germany <i>September 2004 – January 2005</i></p>	<ul style="list-style-type: none"> • Marketing • Webdesigner • Project Manager
	<p>Unique United OY Espoo, Finland February 2004 – June 2004</p>	<ul style="list-style-type: none"> • Project Manager • Lead HTML & PHP Programmer • Database Designer • Visual Designer • Marketing Manager
	<p>Asenne OY Vantaa, Finland November 2003 – February 2004</p>	<ul style="list-style-type: none"> • Campaign Manager • Web Designer • Lead PHP/HTML Programmer • Database Administrator
	<p>International musical competition for young people in North- & East Europe (JuMu) 8 European cities January 1998 – September 2011</p>	<ul style="list-style-type: none"> • 2nd Assistant of organisation & coordination • Publishing, PR and Marketing • Lead Designer • Program Manager • Member Support



**Goethe-Institute Helsinki, the
German culture
and language institute**

Helsinki, Finland

March 1998 – October 2002

- Intranet Administrator
- Web-Designer
- IT-support and consultant



Science Center Heureka

Vantaa, Finland

September 1999 – November 2000

- IT- Supervisor Assistant
- Network Assistant
- Exhibition Technician



German School Helsinki

Helsinki, Finland

April 1998 – October 2000

- Network Administrator Assistant

Other Mentions



Helppoesittely.fi

Kerava, Finland

December 2016- Present

- Founder
- Media Design, SEO
- Marketing



Riemunielen kennel

Kerava, Finland

*Project based:
January 2011 - Present*

- Puppy handler
- IT support
- Web- and Media Designer



Ihana Kukkanen OY

Kauniainen, Finland

*Project based:
August 2010 – July 2013*

- IT Support
- Media and Web designer
- SEO Optimisation



Pohjois Helsingin Auto OY

Helsinki, Finland

Project based:
August 2007 – December 2010

- IT support
- ETKA Server Update and Integration Manager



VTT

Espoo, Finland

*Project based:
March 2004 – August 2004*

- Project Manager
- DVD user interface action designer
- A/V Director & Editor



Maxmethodi OY

Helsinki, Finland

Project based:
April 2003 – July 2003

- Project Manager
- 3D Animator
- A/V Editor
- Flash, Director and Lingo programmer

**Print Media design &
layout projects**

- German School, Helsinki (2002, 2003)
- St.Kilian's, Dublin (2005, 2006)
- Carl Zeiss Oberschule, Berlin (2009)

Skills

Media & web editing, design & programming

Adobe: Photoshop, Encore, Premiere, Illustrator, InDesign ●● Microsoft Publisher ●● Scribus●● Discreet 3D Studio Max

Office software & collaboration tools

Microsoft Office 95 - 365 ●● Open Office ●● Microsoft Outlook (& Express) ●● Mozilla ●● JIRA

Content management systems

Joomla! (1.5x -3.x) ●● Wordpress ●● Wixx

Customer relationship management tools

Salesforce ●● HubSpot ●● Microsoft Dynamics CRM ●● Pipedrive ●● Insightly

Marketing tools

Active Campaign Mailer ●● MailChimp ●● Campaign Monitor ●● Google: Analytics, AdWords, Google Trends, Places, WebMasterTools, Insights, ZopIM

Operating systems

Microsoft Windows (95-11) ●● Mac OS 7 - OsX ●● Linux (RedHat 7 - 9, Fedora, openSuse, Ubuntu, Mint) ●● Android 1.6 - 5.x ●● iOS ●● Symbian

Browsers

MS I.E.4.0 - Edge, Mozilla Firefox ●● Opera ●● Chrome ●● Safari ●●

Programming languages and other software

PHP ●● HTML ●● XML ●● CSS ●● Lingo ●● JAVA & JavaScript ●● jQuery & AJAX ●● MySQL


Other

S.E.O. & S.E.M ●● SCRUM
European B drivers license

Languages

German: Native ●● English: Excellent ●● Finnish: Good

Sales 

Project Management 

Programming 

Media Design 

Product Development 

Marketing 

Education

EVTEK, Vantaa (now "Metropolia")

2001 – 2005 (open)

Bachelor of Media Engineering:

3-D graphics and animation ●● A&V production & technology ●● Analogue, Digital & Interactive TV technology ●● Streaming Technology ●● DVD/ Multimedia CD production & technology ●● Computer soft-& hardware technology ●● Computer Networks: Inter-, Intra- & Extranet administration ●● Mobile Networks ●● Data communication ●● Databases Technology ●● Digital photography ●● Image technology ●● G.U.I. & Visual Design & Usability ●● Mobile Application Programming: DHTML, XHTML ●● Website programming: HTML, PHP, CSS, XML XSL, JavaScript ●● Software programming: Java ●● Software engineering ●● Presentation techniques ●● Print-Techniques ●● English communication ●● Finnish communication ●● Leadership & Project management ●● Enterprise and Business ●● Business management ●● Marketing ●● Mathematics for multimedia & technical visualizations ●● Applied physics ●● Electronic sensors

University of Applied Science Hannover

2000 – 2001 (Transferred)

Bachelor of Technical Documentation:

Technical writing ●● Usability ●● Cognitive Psychology ●● Presentation techniques ●● Interview techniques ●● G.U.I. Design ●● Advanced German ●● Advanced English ●● Technical Math ●● CAD Design ●● Databases ●● Computer hardware technology ●● Software Programming: C & Java

Hobbies

Wood working ●● Cycling ●● Padel ●● Frisbee-Golf ●● Nature photography, hiking and tracking ●● Travelling ●● Gardening

Recommendations

“ Jan was employed as Senior Account Manager at Bitbar Technologies from June.2013 till February 2015.

He was identifying, validating and closing opportunities, both inbound and outbound. His duties also included updating and managing all activities in Salesforce.com in a precise manner.

Jan has been a valuable member of the Bitbar team. He is a hard worker and he can be recommended to similar sales and customer management roles.

I also see potential in Jan to work in project manager roles as during his time at Bitbar was in charge of successful implementation projects of Testdroid in-house solutions. In this role Jan coordinated the tasks of our technical team and was responsible that we met our deadlines. He can also be recommended for roles demanding more technical skills than sales He has very good understanding of IT in general.

”

Mats Melén
Sales Team Manager,
Bitbar Technologies OY

“ Seldom you meet someone who successfully combines sales & marketing skills with high level of understanding about technology and media. Jan is one of those exceptional persons. When he started working for my sales team he got a very challenging task – to build sales in Benelux and push sales in DACH region to the next level. Both of those markets are some of the most competitive ones in Europe. Jan also had to sort out complicated issues with already existing customers. He succeeded both in setting up new sales and providing customer care. Jan did not let any loose ends through the sales process and proved to have successful approach in maintaining customer relation. Most of all he had a systematic, strong sales push.

After sales was transferred to local operations Jan's advises were widely used in the franchisee organizations. As the Business Development Manager, Jan became the link between sales and IT production. He proved to be the right choice as he easily transferred business requirements to technicians and stimulated monetization and user experience in a creative way.

As a team member Jan was one of the key persons in keeping the Mascus team spirit high. Through his actions you could see in depth thinking and care for individuals and the success of the company, which was highly appreciated by other team members and management.

I can strongly recommend Jan for demanding sales tasks not only in the technology and media sectors.

”

Tomasz Odrobinski
Sales Team Manager,
ALMA Media Mascus.com

“
Jan has been employed by Leiki Ltd from May 2012 till November 2013 in the position of Sales Manager.

During his employment his main duties were:

Identifying potential customers in central Europe, generating new sales leads and managing business prospects, presenting Leiki to potential clients through telephone calls and emails, development of marketing material in German, attend trade shows, manage and maintain sales pipeline, close new business deals by coordinating requirements, developing and negotiating proposals and contracts, collaborate with Leiki management, marketing technology and ontology teams.

In his duties Jan has constantly shown very good working skills and excellent behaviour, both internally and among customers. I can highly recommend him for similar positions.

”

Jari Kokkonen
VP Business Development,
Leiki OY

“
Jan was responsible as Account Manager for the Central West European market of the Mascus.com portal –especially for the German speaking countries.

As Product Development Manager his tasks included developing new Online and offline products and services for the Mascus.com portal and managing all the project work that came with these development projects.

Jan has shown in his work great initiative, leadership, target focusing and flexibility. He managed through very demanding projects by creating good team work and leading everyone until it was completed.

(...)

I can warmly recommend him to similar tasks - for very challenging development projects and IT-related tasks.

”

Jarmo Taurén
Business Development Manager,
ALMA Media Mascus.com