
S T E V E N G A E R T N E R - 2 1 F E B . 1 9 7 8

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Hong Kong Permanent Resident - EU citizen – Belgian Passport

Professional Summary

Highly experienced Manager with solid career growth background in Sales, Operations and Creative Projects. Consistent, documented ability at building and retaining high performance teams by developing and motivating skilled professionals.

Organized and diligent with excellent written, oral and interpersonal communication skills.

Core Qualifications

• General/Operations Management • Revenue & Profit Growth • Strategic Business Planning •

Team Building & Leadership • Constantly expanding sales and product knowledge •

PROFESSIONAL EXPERIENCE

Managing Director - Fischler Diamonds Asia Ltd. - Hong Kong - Nov. 2011 - current (8 years+)

- Opened the Hong Kong office in 2011 to develop business opportunities and sales in South East Asia.
- Manage and empower a team of 6 staff members.
- Implement successful sales programs to deliver revenue, profit and sales goals with existing and new customers in South East Asia.
- Total Sales reached 80 million USD during that period. Yearly increase of 10% in turnover and profits.
- Developed new markets and customers within China and the South East Asia region: : Hong Kong, China, Macau, Taiwan, Singapore, Cambodia, Vietnam, Myanmar, Malaysia, Indonesia.
- Skilled in sourcing, buying and estimation of diamonds, gemstones and jewellery items.
- Manage & prepare trimestral trade shows to plan and finalize sales with our key customers, develop new sales leads, maintain market knowledge and networking.
- Opened the Shanghai office for expanding our visibility and customer base in China (Jan. 2018).

Business Development & Sales Manager - Woconti Ltd. - Hong Kong - Aug. 2017 - Jul. 2019 (2 years)

- Launched a new Belgian Beer in Hong Kong and South East Asia.
- Focused on distributor network, build sales and business programs.
- Planned, created and delivered sales presentations to distributors as well as retail customers.
- Participated in F&B trade shows. (Hong Kong & Taipei).

Owner & Creative Director - Amicam - Brussels, Belgium - Jan. 2005 - Nov. 2015 (10 years+)

- Managed multimedia projects in video and photo from initial concept through completion.
- Developed new marketing strategies to quickly capitalize on new trends and social media.
- Directly managed a team of 8 professionals.
- Developed online multimedia magazines for diverse retail customers.
- Introduced & budgeted projects for short movie and documentary in order to obtain subsidies.
- Produced the first stereoscopic 3D short movie in Belgium (La buche de Noel – Sep. 2011).
- Total Sales reached 2.5 million USD during that period.

Multimedia and Video creator - Just Imagine Prod - Antwerp, Belgium - Sep. 2001 - Jan. 2005 (3 years+)

- Photo and video editor for events, corporate movies and commercials.
- Developed my own department for corporate customers.

Education

Digital Media Department - Camera Obscura - Tel-Aviv, Israel – Sep. 1999 – Jun. 2001

Multimedia, photo and video degree

BA in Architecture - Tel-Aviv University - Tel-Aviv, Israel – Sep. 1997 – Jun. 1999

Maths & Science degree - Tachkemoni School - Antwerp, Belgium – Sep. 1990 – Jun. 1996

Technical Skills

- **Software:** Fully familiar with: Office, Photoshop, Final Cut pro, Adobe after effects,...
- **Languages:** French (Native), English (Fluent), Dutch (Fluent), Hebrew (Fluent), Spanish (basic notions)