

ARMIN BELLE

UNTERNEHMENSBERATUNG
CONSULTANCY

AHB[®]
Consultancy



"Patience, reason and time
achieve the impossible."

Simon Dach, 1605-1659

Business Consulting
Customs Compliance
Technology & Innovation

> HR Direct Recruiting <
(Headhunting)

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Dipl.-Ing. (FH), EUR ING, Electronic Engineering
Major: Power Electronics

Independent Management and Technology Consultant
(since 2014)

Industry Sector

Drives & Automation Technology
for Global Machinery and Plant Engineering Industries

Business Segments

General Management in SMEs · Compliance
Export Control Hands-on · US-(Re-)Export-Control
Customs and Foreign Trade · Logistics · Technology & Innovation
Monitoring of Foreign Trade and Preferential Audits
Management & Strategy Consulting · HR Direct Recruiting
Global Sales Marketing · Growth & Investments
Solutions to Complex Problems · Change Management
Lean Management and Business Processes
Restructuring in Private Equity Environments
Due Diligence and M&A Implementation

Competence Profile

More than 35 years of business and leadership experience in
General Management, Sales & Marketing and Engineering
from small to medium-sized family businesses to large
multinational corporations.

Memberships

CKI Customs Knowledge Institute
EFA European Forum for Foreign Trade e.V.
EUREL Convention of National Associations of Electrical Engineers of Europe
FEANI Fédération Européenne d'Associations Nationales d'Ingénieurs
VDE Rhein-Main e.V., Member of the Board
VDE Technical Societies ETG, GMA
VDI Mittelhessen e.V. , Member of the Board

Industries and Markets
(Selection)

Air & Space
Defense
Elevators, Hoists, Cranes
Energy
Food & Beverage
Glass, Stone, Wood Working
Heating, Ventilation,
Air Condition (HVAC)
Material Handling
Medical Equipment
Oil & Gas
Optics & Laser
Packaging
Photovoltaics
Plastics
Printing
Semiconductor
Solar
Steel
Textile
Vacuum
Water and Waste Water
Wind Energy

Products and Systems
(Selection)

Drives & Motion

Inverters
Servos
Medium Voltage
Micro Drives
Motors and Gearboxes
Robots
Industrial & Collaborative

Controls

PLCs and NCs
Machine Controllers
Industrial Controllers
HMIs
I/O-Systems

Sensors

Encoders
MEMS
Proximity Switches
Resolvers
Counters

Others

Safety

Leadership Functions in the Industry

Yaskawa Europe	General Manager Sales EMEA
Schleicher Electronic	President Sales Marketing
Huebner Berlin	Managing Director
Hengstler (Danaher)	Vice President Sales Europe
Danfoss Drives	International Sales Manager, Asia Pacific
RST Elektronik	Chief Technical and Operating Officer

Global Network

Consulting Partners · Distributors · System Integrators · OEM Manufacturers