

# Peter Mortier

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## Global Sales Manager

Industrious – Creative – Social

### Language skills

<b>Dutch</b>	Native
<b>English</b>	Professional fluent
<b>French</b>	Professional fluent
<b>Chinese</b>	Basic

### Education

#### Architecture

2001 – 2002  
Sint-Lucas Brussels

#### Architectural Arts

1998 – 2001  
Sint-Lukas Brussels

### Skills

Office 365  
Excel, Word, Powerpoint,  
Outlook  
SAP  
Oracle  
AutoDesk  
Cad design

### Interests

Sport  
Cycling, Swimming  
Travel  
Cooking  
Wine  
Arts

### Experience

#### Global Sales Manager

2022 – current

Lazer Sport NV

Guide and lead the global sales team. Build, monitor and maintain the sales objectives with all stakeholders. Create a global business plan for the brand together with the marketing department and R&D department.

**Achievements**, end 2022 increased global sales objective with +12%

#### International Account Manager

2018 – 2022

Lazer Sport NV

Formulate strategies together with the distributors from EU and ASIA. Build forecasts with clients towards a consolidated budget overview. Give product trainings to distributors, retailers and consumers. Create individual accountplans.

**Achievements**, since 2018, increased the sales budgets with an avg incline of 25%

#### Sales Representative

2017 – 2018

Shimano Belgium

Visit local retailers to support them with orders and product information, maximising customer satisfaction and sales. Formulate strategic plans with the Sales Manager. Maximise future sales and realise targets. Scoope new businesses.

**Achievements**, Increased the number of clients in the responsible region with 9%.

#### Customer Support Officer

2015 – 2017

Shimano Belgium

Provide customers and colleagues with pricing, product, availability, order and delivery information. Suggest alternative or additional products to customers to best match their needs or through company initiatives. Be a link between customer & sales teams to maximise responsiveness, share key information and support sales goals.

**Achievements**, 3 years in row received general customer review of +8/10

#### Sales Officer

2012-2015

Koli3

Sales advisor on retail level, advise customers with their purchases. Advise and give retail plus technical support towards retailers (B2B)