

# FIRST-HAND ACCOUNT



**Name:** Alexander Gustav  
**Age:** 34  
**Position:** Sales representative for Germany at Rheinmetall MAN Military Vehicles GmbH in Munich

**My job:** As a sales representative for Germany, I am responsible for sales and acquisition of logistic vehicles (trucks) to the German Armed Forces as well as guidance systems in the area of land systems. Because I am also responsible for incoming orders, I get to make practical use of my business management knowledge and my technical expertise. I travel a lot and my projects involve working in teams that span locations and companies.

**My favorite task:** I love working with people! That's why contact with customers and working in teams is especially fun for me. My broad range of tasks involves new challenges every day. It's always exciting to me to manage unexpected circumstances and solve complex problems. And I've made my hobby my career - I've always been fascinated by information and communication technology.

**My career:** I studied Industrial Engineering and Business Management with a focus on Mechanical Engineering at the Technical University of Berlin and at Lund University (School of Economics and Management) in Sweden. At the same time I gained professional experience in internships and work-study positions.

**My qualifications:** Industrial engineer

**My future:** Make progress and don't stand still: that is important to me. So I like to get involved, and the company supports me in this. As an integral part of my personal development, I gained a qualification as a certified project manager and successfully completed the Rheinmetall Young Manager Program. I am currently taking part in the Sales Development Program.

**My tip for starting a career:** As a "newbie", it is important to contribute innovative ideas. But it is just as important to learn from experienced colleagues. Listening and learning are important if you want to change things.