



MedTec



INTERNATIONAL MEDTEC NETWORK

▲ CONSULTING ▲ DISTRIBUTION ▲ SERVICE ▲

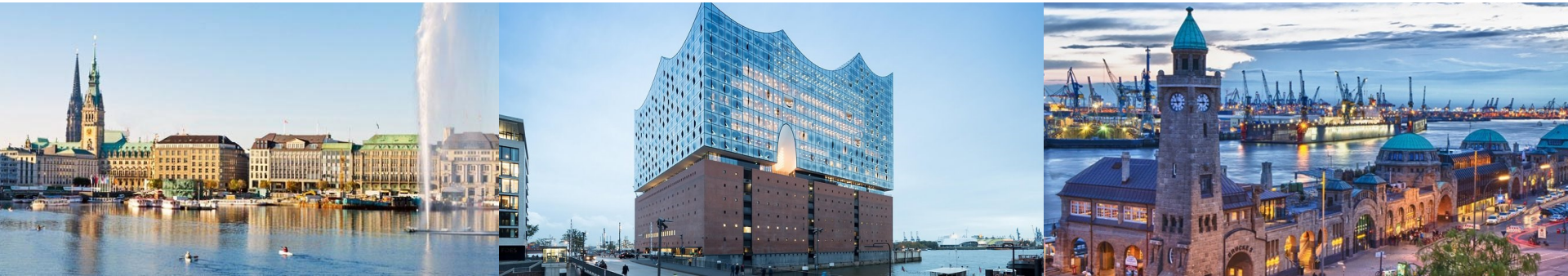
CURRICULUM VITAE

Dipl. Ing. Norbert Kuechemann



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Hamburg



Schwerin

CURRICULUM VITAE

Dipl. Ing. Norbert Kuechemann

Master Degree (Diplom-Ingenieur)

Biomedical Engineering, University Hamburg

Graduate in Business Administration (Technischer Betriebswirt IHK)

Professional Career

2017 – now General Manager and Founder of MedTec, Hamburg, Schwerin, Germany

2014 – 2017 Director International Sales, TNI medical AG, Würzburg, Germany
Devices for Therapy with Nasal Insufflation

1996 – 2014 Executive Director Marketing/Sales, Prokurist (Proxy Holder), Hoffrichter GmbH, Schwerin, Germany
Sleep Therapy and Lung Ventilator Devices

1992 – 1996 Consultant, General Manager, NokTec, Hamburg, Germany
Strategic Sales Concepts, Medical Product Launch, Presentation and Training, Print Media

1988 – 1992 Technical Development Engineer, Eppendorf-Netheler-Hinz GmbH, Hamburg, Germany
Device and Application Development, Product Training, Technical Marketing

1972 – 1988 Official, Government of Hamburg, Germany
Ministry of Science and Research

WE ARE

- ❖ Engineers, Sales and Marketing Professionals
- ❖ With many Years of Experience
- ❖ National and International Expertise
- ❖ Deep Market, Sales and Technical Knowledge
- ❖ Highly Practical Orientated
- ❖ In the Field of Medical Technology

OUR MISSION

- ❖ To enable our Clients to start Projects that they would otherwise not be able to start
- ❖ Tailor-Made Solutions
- ❖ Increase of Customer Effectiveness
- ❖ High Transparency

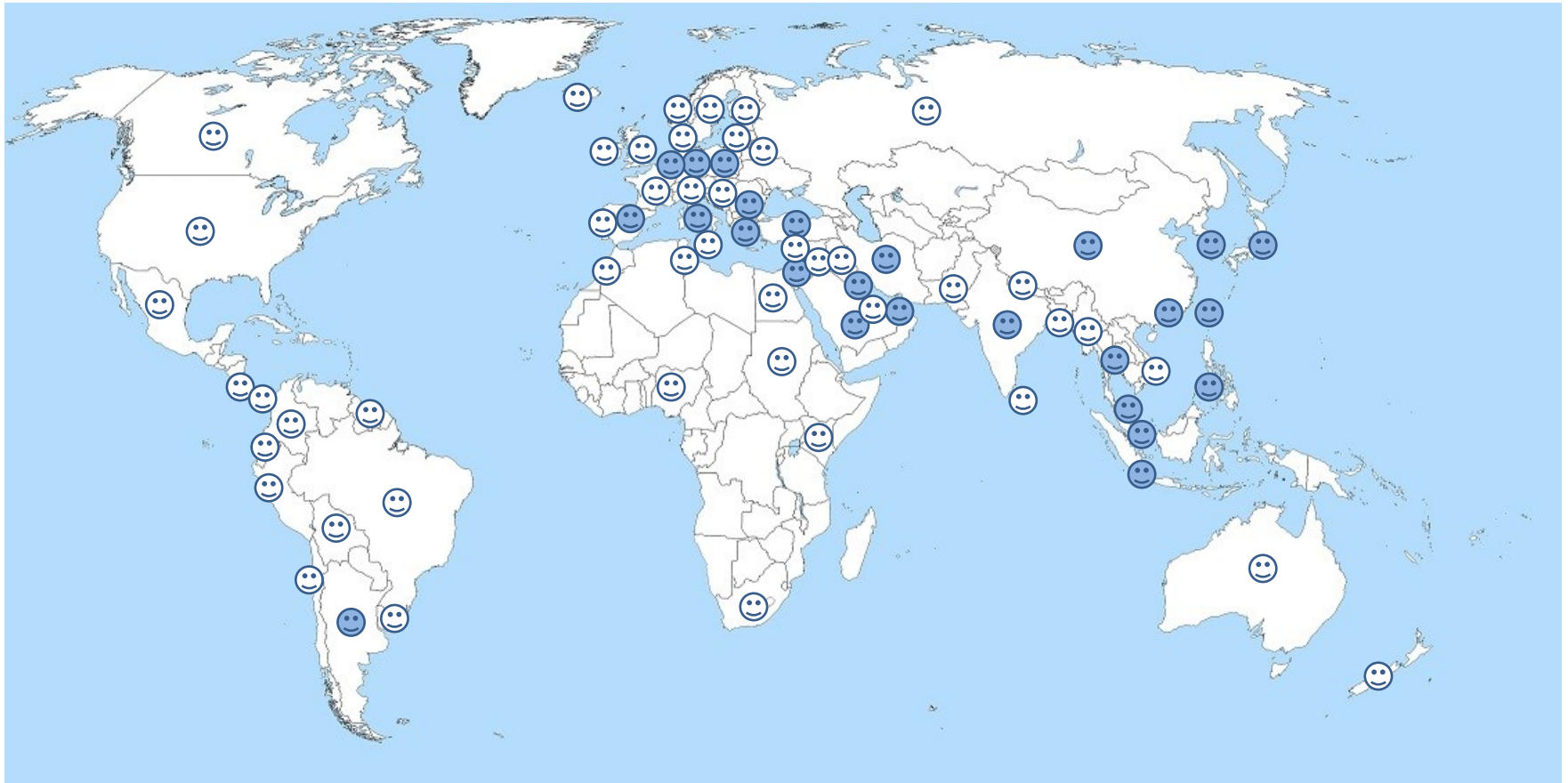
OUR CLIENTS

- ❖ German and International
- ❖ Medical Technology Manufacturers
- ❖ Sales and Service Provider Companies in the Medical Field
- ❖ Start Up Enterprises
- ❖ Well established Firms

OUR NETWORK

- ❖ International and Germany
- ❖ Sales and Service Provider Companies
- ❖ More than 400 Contacts in 90 foreign Countries
- ❖ More than 90 Contacts in Germany
- ❖ Total Network more than 500 Contacts
- ❖ About 30 qualified Cooperation Partners worldwide

CONTACTS ALL OVER THE WORLD



Main Contacts 
Contacts 

Main Contacts in 25 Countries

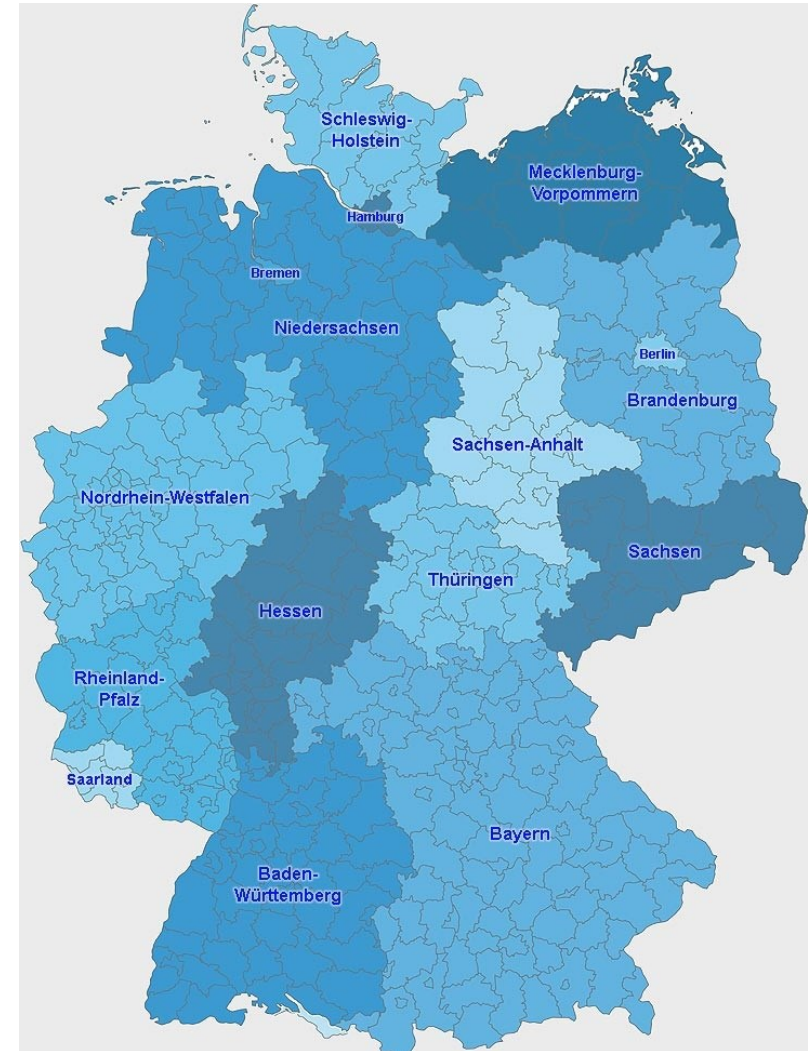
- ❖ Argentina
- ❖ Belgium
- ❖ Bulgaria (Greece)
- ❖ China
- ❖ Greece
- ❖ Hong Kong
- ❖ India
- ❖ Indonesia
- ❖ Iran
- ❖ Israel
- ❖ Italy
- ❖ Japan
- ❖ Kuwait
- ❖ Malaysia
- ❖ Netherlands
- ❖ Philippines
- ❖ Poland
- ❖ Romania (Greece)
- ❖ Saudi Arabia
- ❖ Singapore
- ❖ Spain
- ❖ South Korea
- ❖ Taiwan
- ❖ Turkey
- ❖ United Arab Emirates

More Contacts in 65 Countries

- ❖ Egypt
- ❖ Australia
- ❖ Bahrain
- ❖ Bangladesh
- ❖ Bolivia
- ❖ Bosnia-Herzegovina
- ❖ Brasil
- ❖ Chile
- ❖ Costa Rica
- ❖ Danmark
- ❖ Ecuador
- ❖ Estland
- ❖ Finnland
- ❖ France
- ❖ UK
- ❖ Iraq
- ❖ Ireland
- ❖ Iceland
- ❖ Jordan
- ❖ Canada
- ❖ Qatar
- ❖ Kenia
- ❖ Columbia
- ❖ Croatia
- ❖ Lebanon
- ❖ Lithuania
- ❖ Luxemburg
- ❖ Maledives
- ❖ Malta
- ❖ Marocco
- ❖ Mauritius
- ❖ Macedonia
- ❖ Mexico
- ❖ Moldavia
- ❖ Montenegro
- ❖ Myanmar
- ❖ Nepal
- ❖ New Zealand
- ❖ Nigeria
- ❖ Norway
- ❖ Oman
- ❖ Austria
- ❖ Pakistan
- ❖ Palestina
- ❖ Panama
- ❖ Peru
- ❖ Portugal
- ❖ Russia
- ❖ Sweden
- ❖ Switzerland
- ❖ Serbia
- ❖ Slovakia
- ❖ Slovenia
- ❖ Sri Lanka
- ❖ South Africa
- ❖ Sudan
- ❖ Suriname
- ❖ Syria
- ❖ Czech Republic
- ❖ Tunesia
- ❖ Hungary
- ❖ USA
- ❖ Vietnam
- ❖ Belarus
- ❖ Cyprus

CONTACTS IN GERMANY

❖ Schleswig-Holstein	7
❖ Hamburg	3
❖ Bremen	4
❖ Niedersachsen	9
❖ Mecklenburg-Vorpommern	4
❖ Sachsen-Anhalt	2
❖ Sachsen	6
❖ Brandenburg	2
❖ Berlin	1
❖ Thüringen	4
❖ Hessen	10
❖ Nordrhein-Westfalen	14
❖ Rheinland-Pfalz	8
❖ Saarland	2
❖ Baden-Württemberg	7
❖ Bayern	15



OUR SERVICES

❖ MARKETING

- Market Analysis, Market Tests
- Product-, Market- and Promotion Strategies
- International Project- and Product Management

❖ SALES NATIONAL / INTERNATIONAL

- New Customer Acquisition
- Key-Account-Management
- Product Training, Sales, Application, Technical Service

❖ TECHNICAL KNOW-HOW

- Respiratory Technology
- Medical Technique Applications
- Engineer Skills

❖ LEADERSHIP

- Executive Management
- Human Resources Management and Acquisition
- Value Chain Management and Optimization



WHY COOPERATING WITH US

- ❖ Discover new Market Chances
- ❖ Develop your Market
- ❖ Benefit by additional Business
- ❖ Start Venture-Projects without Concerns
- ❖ Profit by our customized Solutions tailored to your Needs
- ❖ Reduce your Costs by avoiding permanent Staff
- ❖ Fix Project Costs
- ❖ Limit your Project Risk
- ❖ Enjoy our full Transparency



THANK YOU FOR YOUR ATTENTION
and
WELCOME
to
MedTec 