

LILO THIELEN has been offering consultancy /services specialised in international marketing, sales and sourcing since 2002. Before starting to work independently, she was with an international distribution organisation for chemicals and food ingredients for about 15 years. She successfully built up export markets in Western Europe and introduced PU raw materials (origin Japan) to various European countries.

She graduated in 1987 from the University of Cologne, with part of her studies carried out in France (HEC)

In total, that means **more than 20 years of experience in international business.**

She is co-operating with several experts in the field of international consulting, market research and sourcing and actively takes part in various professional and alumni networks.

Furthermore she is working as a writer, specialising in international topics (like co-operation between international companies).

LILO THIELEN specialises in:

- market analyses (very much sales orientated, with practical focus)
- Research of
  - agents/sales intermediates /distributors /co-operation partners
- Research of
  - Clients
- Research of
  - Suppliers
- Support/consulting in
  - export strategies/export marketing and sourcing activities (sourcing marketing)
  - building-up new business
- B2B

Since the time LILO THIELEN started working independently, projects in the following industries (among others) have been carried out:

Environmental, Food (functional food), Laser, Mechanical engineering, Medtech and Photovoltaic.

Countries:

Austria, Belgium, Czech Republik, France, Germany, Great Britain, The Netherlands, Scandinavia, Spain, Switzerland