



Claudia Steiger

Business Consultant

Claudia Steiger
Trade & Export Finance Expert
Consulting and Coaching
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Personal

Educational Qualifications

- State certified business economist, specialising in financing and credit
- Ongoing further training in management, communication and personal development with recognised trainers

Industries

- Capital goods industry
- International banking
- Structured trade finance, export and project finance

Language skills

- German (native language)
- English

International Experience

- Negotiation of export and credit agreements in many countries worldwide

Professional Focus

- Trade and export finance along the value added chain for banks and industry
- Rapid perception and simple presentation of complex relationships as the starting point for developing and presenting successful solutions for clients
- Enabled through my sound process-driven thinking, many years of deep and broad product knowledge and demand as a well-qualified, trusted expert in the market, coupled with flexibility
- My strengths include awareness enhancement among those concerned with regard to risks and the recognition and exploitation of market opportunities.

Professional Background

- 1979 – 1988 Capital goods industry: Bosch Group, Television Technology Department in Darmstadt
Negotiation of internat. finance, credit agreements, supply and project agreements and processing of documentary credit and guarantees
Four years as Head of the KVF Department (Commercial Controlling, Contracts and Financing)
- 1988 – 1994 Banking: BHF-Bank, Head Office, Frankfurt
Management, sales of bank products concerning trade and export finance
- Since 1995 independent consultant, trainer and coach for international business enterprises

Relevant Experience

Examples of past consultancy projects

- Banking: Concept development and changeover management as part of a project to modernise the entire intern. trade department by implementing the first computer network, optimising through processes and setting up an electronic library, introduction of new document standards to increase effectiveness and efficiency
- Banking: Extensive consultancy project in export and project finance
Providing support for the changeover from an old database to EXPOSYS, expansion to include automated document production and concept development for setting up an electronic library
- Banking: Involvement in ISO 9000 certification for service providers: surveying and presenting the existing processes and process structures and analysis of the processes required to enhance efficiency
- Banking: Involvement in the credit administration project for third parties: cost-benefit analysis related to the relevant projects, interview-based derivation of the unit costs on the basis of the compiled processing times of employees
- Retail: Structuring trade transactions and negotiations with financial institutions so as to establish and optimise credit lines;
Status analysis with preparation of the documents required for finance applications and development of a financing strategy in international trade