

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.**

LILO THIELEN specialises in:

- market analyses (very much sales orientated, with practical focus)
- Search of agents/sales intermediates /distributors /co-operation partners
- Search of potential clients & suppliers - supporting new business development
- Support/consulting in
 - export strategies/export marketing and sourcing activities (sourcing marketing)
 - building-up new business
- Conflict resolution and mediation
- B2B

Furthermore she is working as a writer, specialising in international topics (e.g. international co-operation, communication and market research).

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.

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.