



CURRICULUM VITAE

CLAUDIA ROBINEAU



Kimmerdorferstrasse 44

AT-4502 St. Marien

@

claudia.robineau@voestalpine.com

tel:

0043/6646159666

Personal information

date of birth: 5th of July 1975

place of birth St. Pölten

state of residence: Austria

Motivation

"everything will be ok in the end, if
it's not ok, it's not the end!"

(unknown)

Education

WS 93 – WS 01

Master of Business Administration at Johannes Kepler
University in Linz

Master I: **Marketing**

Master II: **Economical and Regional Environmental
Management**

Minor I: **Ecology and Environmental Planning**

Minor II: **English** (California State University Bakersfield)

Thesis: intercompany cooperation as competition- and
development unit and the possibility of using it in the
environmental sector

Graduation: January 2002, GPA: 1,8

WS 2000

Studies at the California State University Bakersfield, USA

WS 95 - SS 97 (comparable to B.Sc.)

Studies Maths and Physics at Joh. Kepler University in Linz

1989 - 1993

Bundesoberstufenrealgymnasium at St. Pölten/Lower Austria

1981 - 1989

Grammar School at Groß-Sierning and Prinzersdorf/ Lower
Austria

Working Experience

since 07/2018

voestalpine Camtec GmbH

Managing Director since April 2020 and Head of Sales
Madame Chair of voestalpine Camtec Corp. in Toronto, Canada
Madame Chair of Joint Venture NYC in Jiashan, China
Responsible for Sales and Finance

Field of work: restructuring international sales department (front
and inside sales), implementing new strategy, markets,
customer and team development, change of cultural values,
responsible for all finance topics (EBIT, ROCE, etc.); responsible
for subsidiary in Canada and Joint Venture in China

Focus on automotive industry (tooling) and machinery

CURRICULUM VITAE

CLAUDIA ROBINEAU

Languages

English (fluent)

French (intermediate)

Romanian (elementary)

IT – knowledge

advanced user of standard software
(MS Office, SAP/R3, ...) and diff.
company-specific IT-programs
(planning-production software, etc.)

personal interests

travelling; jogging; cooking with
friends, reading; sailing; skiing;
music

04/2013 - 6/2018

voestalpine Eurostahl GmbH

Présidente voestalpine France SAS & Managing Director of
voestalpine Schweiz GmbH, responsible for sales and marketing
in France and Switzerland

Field of work: sell/ promote the products of 3 voestalpine
companies (negotiations, logistics, financial issues, etc.); defining
the budget (sales and costs) for France/Suisse in coordination
with Austria; developing the market shares of voestalpine, with
high focus on the automotive industry

2/2008-3/2013

voestalpine Eurostahl GmbH

Managing Director of voestalpine Romania SRL; responsible for
Sales and Marketing in Romania and Bulgaria

Field of work: sell/promote the products of 5 voestalpine
companies (negotiations, logistics, financial issues, etc.); defining
the budget (sales and costs) for Romania and Bulgaria in
coordination with Austria; developing the market share of
voestalpine in Romania and Bulgaria according to voestalpine
product-mix; integrate voestalpine standards at voestalpine
Romania; responsible for financial and tax issues; representing
voestalpine (embassy, trade commission etc.) in Romania and
Bulgaria

2/2002-2/2008

voestalpine Stahl GmbH, Linz

Key Account Manager for BMW, Toyota, Hyundai/Kia, coordinator
of the automotive sub-supplier-industry and of voestalpine Stahl
Service Center

Field of work: customer relationship management for BMW,
Toyota and Hyundai (sales, communication, organizing events,
etc.); acquisition of Toyota and Hyundai (negotiations,
homologation, developing new logistic concepts, etc.); customer
support in any directions (emergency deliveries, developing
logistic routes to new production places of customer, etc.);
different internal projects

sales coordinator towards the sales department of daughter
company Steel Service Center and our sales offices in Europe in

CURRICULUM VITAE

CLAUDIA ROBINEAU

Management Development

Leadership, intercultural issues,
change management, strategy,
finance...

LIMAK in.spire program

the field of automotive: directives towards price levels,
quantities, communication of operative and strategic decisions
etc.

6/1999 – 7/2000

**OÖ Technologie und Marketinggesellschaft m.b.H., Linz
(part time)**

Responsible of Marketing of the Cluster Diesel-Technology

Field of work: Marketing planning, development of an
information network, of database, of homepage, exhibitions,
press relations etc.

3/1999 - 3/2000

**University Linz, department of economical and regional
environmental Management (part time)**

Feasibility and implementing study for a network in the
renewable energy segment in Upper Austria, [www.oekoenergie-
cluster.at](http://www.oekoenergie-cluster.at)

Field of work: Analysis of existing clusters in the field of Energy;
Development of marketing and press relation; survey of
renewable energy in Upper Austria, development of an
implementation concept

2/1997 - 4/1999

**Berufsförderungsinstitut (BFI) and Berufliches Bildungs-
and Rehabilitationszentrum (BBRZ), Linz (part time)**

Field of work: teaching physical and mental handicapped
teenager and adults in English and Maths

2/1995 - 7/1999

OÖ Energiesparverband, Linz (part time)

Field of work: calculation of funds in the field of renewable
energy; office work; help of organisation of the world energy
saving day, exhibition of renewable energy and of the Energy
Globe Award