Curriculum vitae



Name: Marine Engineer Frank Poulsen
Address: Ferren 71
9492 Blokhus
Denmark

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fp@frankpoulsen.dk

Born: 5. January 1965

Summary:

With more than 35 years of experience in an international environment, I have focused primarily on supplier management, project management, B2B sales, and teaching both internationally and nationally.

Over 30 years in management positions — leading diverse teams from hourly employees to development engineers — have provided me with solid expertise in change management and a strong ability to foster collaboration.

Personality:

Outgoing, highly driven, and engaged professional with a strong personal presence and natural authority.
Works in a structured and disciplined manner, demonstrating high credibility and integrity in decision-making and execution.
Empathetic and socially skilled, with the ability to build trust and strong relationships across all levels.
Maintains balance and composure, even in demanding and high-pressure environments.

Professional Competencies:

Leadership
Sales and Business Development
Project Management, including technical oversight and financial follow-up
Communication and Collaboration

Employment:

2026 - *TransForm af 1994 ApS*

TransForm af 1994 ApS is a privately owned Danish bioengineering company with more than 35 years of experience in environmental technology and sustainable solutions.
Over the years, TransForm has successfully implemented more than 1,000 projects across more than 30 countries worldwide.
We design, engineer, supervise, implement, and operate sustainable and environmentally responsible systems, with a strong focus on efficient, reliable, and long-term solutions.
Our technologies are based on natural biological processes.

Sales Director

International Sales & Growth

Overall responsibility for developing international markets, sales budgets, and business growth, as well as managing the strategic sales process from market development and initial customer engagement through to order completion.

Customers & Strategic Relationships

Build, develop, and maintain long-term relationships with key customers, strategic partners, and other commercial stakeholders.

Distributors, Dealers & Agents

Develop and strengthen the international partner network while ensuring effective commercial and technical support, high market activity, and systematic market development.

Strategy & Business Development

Identify new markets, business opportunities, and growth potential, and convert market intelligence and customer insights into concrete strategic and commercial initiatives.

International Market Representation

Represent the company internationally through customer meetings, commercial negotiations, product and solution presentations, trade fairs, exhibitions, and other market development activities.

2026 -

FP Consult

FP Consult provides professional consultancy and project support with a strong focus on international sales, business development, and technical solutions.

With extensive experience in the energy and maritime sectors, combined with broad international market experience, FP Consult supports companies in developing their business, expanding into new markets, and achieving measurable results.

Core competencies include strategic advisory services, international sales and market development, customer and partner development, project management, and commercial and technical support.

FP Consult works with a practical, structured, and results-oriented approach – from strategy and market analysis through implementation, execution, and follow-up.

Founder & Managing Director

2022 - 2026

Nordan Maine A/S
Nordan Marine A/S operates worldwide with headquarters in Frederikshavn, Denmark and a branch in Singapore.
With more than 25 years of experience, they primarily supply equipment and services to the shipping and offshore industry.
Our service teams consist of fully qualified people with extensive experience and are trained and certified to test, perform inspections and certify safety valves, pumps, compressors & calibration on LPG, LEG and LNG tankers.

Sales Manager
International Sales & Business Development
Develop international markets and identify new commercial opportunities.
Customer & Key Account Management
Build, develop, and maintain long-term customer relationships.
Commercial Strategy
Develop and optimize commercial strategies based on market intelligence and customer insights.
Contract Negotiations & Commercial Agreements
Negotiate contracts, pricing structures, and international trade agreements.
Pre-Docking Inspections
Coordinate and support technical pre-docking inspections and customer requirements.
Sales Management & Leadership
Lead and develop the sales department, including sales activities, priorities, targets, and performance.

2016 - 2020

Loxam A/S
LOXAM is Europe's largest lessor of machinery, earthmoving and construction equipment, lifts, lift wagons, modules and sheds.
Loxam supplies to the construction sector, industry, the public sector, the service sector and the private sector.
LOXAM has 29 branches in Denmark, with approx. 250 employees and an equipment portfolio of more than 20,000 units.
LOXAM is present in 30 countries and the group employs approx. 11,000 employees in more than 1,000 departments.

Branch manager – Rental, Aalborg & Frederikshavn
Daily management of the department, consisting of mechanics, site people, salesmen & rental consultants
Market development
Building long lasting customer relationships
Quotation
Management of customer tasks
Preparation of sales and profit budget
Budget responsibility
Reporting - weekly, monthly, consumption reports
Weekly planning meetings with senior mechanic & salesman.

2012 - 2015	*Dansk Solvarme ApS/Danish SUN ENERGY ApS* Sales and development of "green" energy in the areas of solar cells, solar heat, heat pumps & bioheat for private & business. Danish SUN ENERGY is the EPC Contractor for solar parks and total solar solutions, including professional LED solutions for B2B, worldwide. Number of employees: 12 *Sales Director*
2010 - 2012	*Mariendal Electrics A/S* Mariendal Electrics A/S is a nationwide consulting and service company within new construction, renovation and service of technical installations. Mariendal Electrics A/S will be a leading system integrator of solutions within IT, security, electricity, energy engineering and automation. Number of employees: 220 *Sales Manager* *Branch manager – Service & security*
2008 – 2009	*Multicheck A/S – Horsens* Multicheck A / S specializes in sales and service of equipment for food safety. The products are metal detectors, X-rays, vision and weighing equipment Number of employees: 16 *Technical Director*
1994 – 2008	*FORCE Technology – Brøndby* FORCE Technology is a technology and knowledge house with eight focus areas within processes, materials, certification, maritime, energy, sensor technology, management systems and management. Number of employees approx. 1,200 *District Inspector. process consultant & project manager*
1989 – 1994	*Grønlands Handel – København* State-owned company with responsibility for the operation of shops, factories, oil plants and freight in Greenland. In 1992, the company was divided into three independent joint stock companies. Number of employees approx. 3,500 *Technical advisor.*

Education:

March 1999	Individual subject in economics, sales & economics
April 1988	Examined Marine Engineer with electrical installer certificate, Aalborg Maskinmesterskole

IT skills:

Microsoft Office suite
Finance programs – C5, Navision, e-economic
CRM systems – Salesforce, Super office
Adobe Acrobat
Proficient in various programs.

Language:

Danish in writing & speaking
English in writing & speaking
German spoken
Scandinavian - good language comprehension

Supplementary education and courses:

Description

Project Management, Danske Sælgere
Sales Technology I & II, Danske Sælgere
Psychology in sales, Danske Sælgere
Economic Argumentation Technique, Danske Sælgere
Psychology/communication, Danske Sælgere
Personal planning and development, Danske Sælgere
Dynamic Management and Personal Development, DBI
Project Management I, II & III, DIEU
Work specified courses

References: Please inform by appointment

Trust positions:

The Landowners' Association "FERREN"
2005 – 2012 board member
2012 – 2021 Chairman of the Board
2021 – 2023 board member

Blokhus Water Work a.m.b.a.
2005 – 2015 board member

Associations:

Det Broderlige Skydeselskab - Aalborg
Round Table 42, Nørresundby – active “past tabler”

Interests: IT & technology in general, golf and nature in and around Blokhus