

# ABOUT THE AUTHOR

Achim Neumann spent his early years in Germany, relocating to the United States in 1979. During his time in Germany, he received early insight into various financial aspects of businesses through employment at an international Fortune 500 bank.

After working in the entertainment industry in 1979 in Atlanta, he earned a bachelor's degree in economics from Columbia University, where he was awarded the Economics Prize for outstanding academic performances. He then completed a master of business administration (MBA) from The Wharton School, University of Pennsylvania, Philadelphia, focusing on marketing and finance.

Subsequently, having held executive positions at Siemens, a Fortune 500 technology corporation, for nearly a decade, he built his expertise in mergers and acquisitions, strategic planning, domestic and international finance, and business development.

As president of da music and 1201 Music, Inc., two leading independent jazz labels based in New Jersey, he built two publishing companies that were awarded several coveted gold records and leading music chart positions in the entertainment industry in combination with a national promotion and distribution network. At that time, he became thoroughly familiar with intellectual property rights, patents, trademarks, corporate contractual engagements, and processes in the high-tech industry.

Achim formed A Neumann & Associates, LLC, New Jersey, in early 2003. As president and founder of the firm, he brings more than forty years of business and management experience from multiple industries.

A Neumann & Associates has taken a leading role in the mergers and acquisitions and business brokerage field for midsized businesses on the East Coast and counts many highly qualified professionals among its team members.

Due to his long-term involvement with midsized companies, Achim is thoroughly familiar with the concerns and goals of respective midsized business owners, allowing his company to provide valuable input to owners in the transfer process.

Throughout his career, Achim has been quoted in a wide spectrum of media, including national publications such as *The Wall Street Journal*, *Forbes*, *INC*, *Entrepreneur*, *The Huffington Post*, *Billboard*, *NJ Biz*, and *The Sunday Star Ledger*.

His current associations include the Better Business Bureau of New Jersey, the International Business Brokers Association (IBBA), the Wharton Club, and approximately forty Chambers of Commerce on the East Coast. He is also a regular speaker at a variety of seminars and workshops, including recent lectures to the Executive MBA class at Rutgers University.

