



Dipl.-Ing. Stefan PAUL



**Position:** CEO, COO, Plant Manager, CFO

**Languages:** German (native), English, Spanish, Portuguese (business fluent)

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### Key Projects *(excerpt)*

- CEO, restructuring US & Mexico operations; Plant startup Mexico, Market share increase to 100% and 75% in both business areas, IATF, 0 ppm award from customers, Decarb strategy, derisking China strategy; MEKRA Lang USA
- CEO, restructuring (quality & cost) for plant and development center in Brazil; Continental Automotive
- Turnaround of W222 development to improve profitability and optimize PDP-process; Faurecia Interior Systems
- Restructuring concept according to IDW S6 for SME company, producer of thermo-forming plastic parts; Durotherm
- Project manager for production system development including site footprint, lean processes, interfaces to D+E, Keller HCW
- Project manager, Target Costing for a new machine generation (product cost reduction >20%); Trumpf
- Project manager, Target Costing & optimization of product development process during restructuring; Maschinenfabrik Lauffer
- CFO, plant startup in Mexico (Green Field); Continental Automotive
- Project manager, design & implementation of PDP-Controlling; Mahle
- Project manager production transfer for injection molding processes to Spain, Mann+Hummel
- Market Entry support including business case calculation, site selection, intercultural coaching for site setup in Brazil; Hermes

### Professional Experience

- Since 2010 **PARETO Interim®**  
CEO
- 2008 - 2010 **Horváth & Partners**  
Principal
- 2000 - 2008 **Continental AG**  
CEO – Brazil  
Business Unit Controller – GE  
Director Finance/Purchasing/IT – Mexico plant
- 1994- 2000 **Mann + Hummel GmbH**  
Head of Group Controlling – GE  
Head of Controlling, IT, Purch.–Brazil  
plant  
Project Manager – GE

### Core Business Sectors

- Automotive OEM & suppliers
- Industrial services / chemicals
- Mechanical engineering / medicine

### Education *(excerpt)*

- 1986-1993 Mechanical Engineering, TU Braunschweig
- 2003 Six Sigma Management
- 2005 Controller Akademie
- 2013 Certified Auditor VDA 6.3
- 2015 PRINCE2®

### Methods & Skills

- Decarbonization
- Coaching, Leadership & Tools like Lean, 5S, TQM, TPM, SMED, EPIC
- Restructuring, IDW S6
- Controlling, Finance, Treasury
- Strategy process, BSC
- D+E, PDP, Target Costing
- Multicultural experience in Europe, USA, Mexico, Brazil, China
- Process improvement, QM, TS, IATF
- Supplier development
- VDA 6.3 auditor