

Manager profile

Interim Manager and consultant

Person

Zeiss, Stefan

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**Building bridges, changing perspectives and more
and consistently achieve sustainable goals**

With many years of practical and international professional experience, I am an assertive interim manager and consultant. I support companies in bridging longer vacancies in management. For sustainable changes, restructuring or if sales and EBIT need to be increased, I am available as a consultant or project manager and I support the implementation. Success is often based on consistent implementation. The necessary measures are often known, but there is often no plan and therefore no implementation. For the consistent implementation, that's what I stand for!

Manager Profile

Expertise

> **30 years of experience in sales, aftermarket**

> **16 years of management experience**

> **5 years in interim management / consulting**

Co-author of a specialist book, chapter
"Aftermarket business replaces classic sales"

Industry experiences:

- Mechanical and plant engineering (automotive, plastics industry and fluid mechanics)
- Communication technology / ICT
- Electrical engineering

Competencies & Characteristics

Education and experience allow me to **quickly understand companies and business models and to achieve short-term, sustainably results.**

Skills:

- Management of a GmbH, site relocation during ongoing operations, with P&L responsibility
- CSO / Aftermarket Sales & Service / COO
- Market & service-oriented structuring
- Organizational – and process development
- Sparring partner and consultant
- Creative, customer- and solution-oriented in project business and component business
- Experience in intercultural environment
- Proven negotiation skills
- Enthusiasm and persuasion

Examples from my mandates

Activities in the **corporate environment** as well as with **international medium-sized companies**:

- CSO: Realignment of a German subsidiary after insolvency: SWOT analysis, strategy development and implementation. Achieved a sustainable turnaround from a negative ROS in one year and created additional new jobs. (Parent company: Italian private equity company)
- Division Manager Aftermarket Sales and Service: Market development for special machines, after takeover from an insolvency. Achieved sustainable sales and high EBIT in the first year for this German subsidiary. (Parent company: American PE company)
- Business development consultant: market analysis, strategy development and implementation. International B2B market development in electrical engineering, for a foreign subsidiary of a German company.
- Turnaround management for international, sustainable market development, after change of ownership in the B2B components business. (Parent company: Swiss PE company)