



Dr.-Ing. Georg Reinhold

Personality

Leadership personality at C-level or executive general management position having profound experience with SMEs in international customized machinery and plant engineering business during times of change.

Intrinsically driven and with proven success to significantly increase market share as well as earning and to ensure liquidity even in times of crisis.

Success factors are: (A) clear analysis of the current situation and fast conclusion of a realistic future strategy, (B) speed of implementation of necessary measures, (C) gaining / maintaining motivation of stakeholders and employees for necessary changes.

Solid engineering education, long-standing experience in business leadership & management, profound financial knowledge.

Approachable personality who communicates clearly, convincingly and appropriately at all levels, and always keeps his feet on the ground.

Selected Professional Stages

Dr. Reinhold & Partner

Executive Consulting & Interim Management
Restructuring and Transformation of SMEs in global customized machinery and plant engineering for process industries

Truetzschler-Group

Textile machinery | 500 M€ | 3.000 Emp | Production in Europe, China, India, US, Brasil | www.truetzschler.de
COO of Truetzschler Group | CEO of BU NW MMF | MD of various legal entities

PALL Corp.

Filtration and Systems Solutions for Separation and Purification of Fluids | 2.000 M\$ | 12.000 Emp | www.pall.com
VP/GM EMEA for Systems, Solutions and Service

Executive Consulting & Interim Management Adding Value via Transformation

Restructuring and Transformation of small to midsize enterprises in global customized machinery and plant engineering for process industries.

Selected Mandates and Achievements

Re-Strengthening the Market Position

Environmental technology and plant engineering | 50 M€ | 60 Emp
Role: Consultant and analyst

Achievements: Short-term increase in orders via marketing of competitive advantages, change towards more customer focus.

Scale-Down, Transformation, Turn-Around

Large-scale plant engineering (LOT/EPC) | 150 M€ | 250 Emp
Rolle: Chief Restructuring Advisor

Achievements: Scale-down and transformation to service company with profitable core business; eventually, sold.

Market-Expansion in Middle East

Technology / Plant engineering for Water, Oil & Gas, Petro-Chemical Industry in Middle East | 40M\$ | 70 Emp

Role: General Manager of EMEA Business

Achievements: Building successfully a local competent, self-sufficient organization, growing highly profitable business at a CAGR of 60%.

Management and Leadership Transformation

Manufacturer of components & medical devices | 10 M€ | 60 Emp
Role: Consultant and Representative of the shareholders

Achievements: Ensuring the company's continuation with appropriate control by the supervisory board; gaining trust and confidence of the founder, the shareholders and the CEO;

Differentiation on the Market-Place & Driving Innovation via Tech-Center

Customized machinery in Textile Industry | 120 M€ | 400 MA
Role: CEO and PMO

Achievements: High customer loyalty and innovation driver. Customer comment: "This Technology Centre is unique in its form and opportunities. It will inspire a technological quantum leap in this market, both for the company and for its customers."

Streamlining Product Portfolio, Repositioning on the Market

Technology/Machinery for Food & Bev. Ind. | 60 M€ | 130 Emp
Role: General Manager of EMEA Business

Achievements: Reduction in complexity, dynamization of culture / increasing organizational motivation, introd. of new generation in product-portfolio, increasing earning to high single digit EBIT.

Restructuring, Scale-Down, Transformation

Machinery & Plant Engineering in Textile Ind. | 70 M€ | 270 Emp
Role: MD, CRO

Achievements: Strong increase of revenue in core business (CAGR > 10%); significant improvement in EBIT; high resilience at volatile order intake.

Divestment: Carve-Out, Management Buy Out & Transfer

Customized plant engineering for water techn. | 10MCHF | 25 Emp
Role: General Manager

Achievements: The employees were transferred without restructuring expenses. The company is operating sustainably and permanently with a reasonable position in the market.