

Target Position

Interimsmanager C-Level/Board

Sector: Manufacturing (Automobile, Automotive Supplier)

Focus: Strategy, restructuring, realignment, operations

**Management Summary**

10+ years' experience in senior leadership & management roles within owner-operated production companies in the German Mittelstand. Core focus on the Automotive Supplier and Technical Consumer Durables industries. Success record rooted in a cybernetic approach, a high level of technical understanding and strong

business acumen. Consistent drive for targeted results in the context of restructuring, reorganizing and realigning companies. International arena spans Europe, South America, South Africa and China.

- Increased operational earning capacity by merging companies and improved liquidity by 1.5 M EUR through sales of real estate with parallel cuts in headcount
- Centralized purchasing operations in a diversified group portfolio to realize savings of 5.0 M EUR by reducing and consolidating the supplier pool and decreasing personnel costs
- Realized additional liquidity of 17 M EUR with the implementation of cash generating measures
- Boosted results by 6.5 M EUR through the strategic realignment of 9 production sites as well as the reduction of intercompany traffic by 10 M €
- Increased delivery capability from 80% to 93% worldwide with the optimization of production & supply chain processes, thereby reversing a negative development in turnover
- Set up global matrix organization; reduced management personnel worldwide with cost savings of 3.0 M EUR
- Decreased production cost by 1.0 M EUR p.a. through efficiency improvements and related layoffs; acquired material price surcharges of 7.0 M EUR from OEM Mercedes Benz

Career Path (since 2005)**Sven Spies Interim Management, Winterberg****Nov 2016 – Present**

- CEO/COO/CRO Interim Management | Senior Advisor

Diverse projects in the Automotive and Manufacturing industries, e.g. **General Manager** (business unit) at an Automotive Supplier company with 600 employees and turnover of 150 M EUR.

GEDORE Gruppe, Remscheid**Apr 2013 – Oct 2016**

Gedore Group, with 2,700 employees, is one of the world's largest tool manufacturers.

- Chairman of the Board (CEO, COO)

Helbling Business Advisors GmbH, Düsseldorf**Sep 2011 – Mar 2013**

- Director Operations | Interim COO (09/2011 - 03/2013)
- Project - Gedore (08/2012 - 03/2013) /Interim COO
- Project - Automotive Supplier (09/2011 - 08/2012) /Commercial Director

Firmengruppe Schloss Neugattersleben, Nienburg**Oct 2008 – Aug 2011**

- Member of the Management Board

ISE Automotive GmbH, Bergneustadt: ISE Industries Poland Sp. zo.o.**Apr 2005 – Sep 2008**

- Plant Director (commercial and technical responsibility)

Education**Philipps-University Marburg****Sep 1992 – May 1998**

Degree in Business Administration (Diplom-Kaufmann)

VAG Günter Hegel GmbH, Medebach**Sep 1990 – Jul 1992**

Vocational training & degree in Motor Vehicle Sales (Kaufmann)

Of Relevance

Languages: German (mother tongue), English (fluent)

Interests: Bobsled sports, jogging, swimming, flying, business literature

Personal: Born on 01 August 1968, German nationality, married, two children (12 and 9)