

NAME

Address

Phone Number • Email

CHIEF EXECUTIVE OFFICER

Entrepreneurial and innovative senior operational, change, and project management leader with over 20 years of experience that includes successfully delivering high profile projects, developing business expansion strategies, and guiding new market entries into foreign countries. Track record defining, launching and establishing a new brand as a leading global service provider for consulting projects and management development programs in the US, Europe and China. Adept at developing and implementing management and leadership training programmes. Possess strong communication skills to lead high level negotiations, build client relationships, and drive high performance, multi-cultural teams.

CORE COMPETENCIES

General Management • Project Management • Strategic Planning
Business Development • Change Management • Risk Management
Market Entry Strategies • New Business Generation • Negotiations
Client Relationship Management • Multi-Cultural Team Leadership

PROFESSIONAL EXPERIENCE

COMPANY, Location • 1999-Present

A leading service provider of holistic general management, leadership and governance solutions to major corporations and institutions.

Partner / Project Management

Manage a department of 4 consultants and lead all project phases utilising customised teams of up to 15 personnel on ventures valued between CHF500K and CHF1M. Devise project strategies and guide all aspects of organisational development, change and implementation. Establish and oversee academies focused on development of executive general management. Provide management training, coaching and mediation in areas of strategy and leadership as well as complex sales planning. Develop and implement successful business growth and international expansion strategies.

- Performed additional leadership roles including Head of Competence Centre Regional and Urban Innovation, Chief Representative Officer in China, and Head of Practice Group Organisation.
- Orchestrated successful market launch of Government / Real Estate projects and drove acquisition of major clients. Defined tools and processes, boosted market share and increased brand awareness.
- Established the China office infrastructure, performed role of start-up manager, developed strategy for successful market entry, defined the product and services portfolio, and secured new clients and strategic partners.
- Served as advisor to the chairman on the jury for competition sponsored by the Ministry of Education and Research.
- Achieved promotion to Partner in 2007.

COMPANY, Location • 1997-1999

Provider of asset security consulting and Risk Management Systems for family-owned business enterprises and institutional / individual wealth portfolios.

Senior Consultant

Played key role on a customised team of early risk detection experts. Conducted risk management analysis, designed risk management concepts and wealth management action plans, and oversaw the implementation of risk management systems and counter measures. Orchestrated all aspects of the acquisition deal process across all phases from search to strategy development and implementation. Generated the acquisition of new clients and performed related key account management and project management roles. Coordinated the acquisition process of companies in Central and Eastern Europe as well as the US.

- Delivered savings of up to 30% on total insurance fees for institutional clients by implementing enhanced risk management systems.
- Led multi-cultural negotiations for 4 international deals for a family-owned textile company and machine tool company in Bavaria; implemented successful globalisation strategies.
- Managed the prestigious Wealth Club for CEOs.
- Orchestrated acquisitions in Florida, USA and Germany.

COMPANY, Location • 1996

Learning institution that educates over 21,000 students across 10 faculties with 340 professors and 6,400 staff members.

Assistant Professor

Oversaw European and US research studies with international teams covering Science and Technology and Regional Innovation supported by a European research budget of €500K. Taught political economy while performing a dissertation research study on the comparison of regional impacts of Artificial Intelligence Programmes. Completed and published research studies. Generated funding for research visits to the US, Italy and France. Participated in establishing European and innovation studies entity.

- Played active role in re-establishing the Institute of Political Sciences.
- Acquired 2 high profile research projects: Market entry into China for German small and medium sized enterprises funded by EU and a local management training provider; and a research project as a Visiting Professor at the State University of New York.

EDUCATION

PhD Degree in Political Sciences (Magna cum Laude)

University, Location

Master of Public Administration Degree

University, Location

MEMBERSHIPS

Triple Helix Association

(A global non-business organisation focused on innovation programmes)

LANGUAGES

Fluent in German, English and Italian