

NAME

Address

Phone Number • Email Address

MANAGEMENT CONSULTANT

Accomplished executive manager, with extensive hands-on experience leveraging exceptional product lifecycle management (PLM), organisational development and process improvement expertise to propel corporate performance. Highly capable strategic planner and focused decision maker, adept at managing priorities.

Agile critical thinker and creative problem solver, with superb time management abilities and drive to surpass expectations. Offer strong communication, interpersonal, negotiation and collaborative teamwork skills with stakeholders at all levels. Talented at building and leading productive cross-functional teams in demanding and fast-paced environments. Fluent in German and English; proficient in French.

CORE COMPETENCIES

Product Lifecycle Management (PLM) • Business Process Transformation • Change Management
Organisational Development • Continuous Process Improvement • Project & Programme Management
Meeting Facilitation / Moderation • Communication & Presentations • Negotiation & Issue Resolution
Strategic Analysis & Planning • Client / Stakeholder Relationship Management • Marketing & Sales
Information Technology (IT) • Team Building, Leadership & Mentoring • Collaborative Teamwork

PROFESSIONAL EXPERIENCE

COMPANY NAME, Location • 2002 to Present

Niche consultancy, providing expert guidance on business restructuring and organisational change management. Company employs 40 full-time consultants at 6 locations in multiple European countries.

Management Consultant and Managing Director (2008 to Present)

Develop, execute and manage business process reformation and organisational change projects for major international corporate clients. Lead a team of business analysts, consultants and customer service representatives in identifying potential clients, assessing requirements, defining processes, crafting proposals and conducting sales meetings. Formulate implementation plans, design testing / training programmes and monitor project teams, on and off-shore. Maintain close communication with stakeholders and programme directors to report progress and address issues.

- Key player in acquiring as client one of the leading global power generation and transportation sector engineering companies. As Project Manager, directed an international business and IT implementation team of 20, as well as 3rd party Big4 consultants, in the highly successful re-engineering of the company's product development processes.
- Secured, as UK Business Development Manager, a sales pipeline comprising more than €2M.
- Presented by invitation at the PLM Innovation conference in Munich focused on case study to furnish industry leaders with insights based on direct experience, challenges and lessons.
- Served an instrumental role, as Business Development Manager and sales pitch co-manager, in capturing orders for consulting programmes for a major global client, representing over €800K in consulting fees.
- Promoted to Management Consultant, the organisation's highest level.

COMPANY (continued) • 2002 to Present

Senior Consultant, Product Lifecycle Management & Managing Director (2006 to 2008)

Designed, implemented and managed projects for business testing / training and engineering / manufacturing process improvements. Assessed client requirements, conceptualized solutions and prepared / presented proposals. Supervised senior project managers and cross-functional team members. Forged and maintained productive stakeholder relationships. Grew the business by identifying prospective clients and designing effective proposals. Acted as Chief Marketing Officer for Consulting Group.

- Spearheaded the acquisition of a new divisional account for a key global energy sector client, realising fees of more than €100K in the first year and approximately €1M currently.
- Expedited the launch of a global power generation industry leader's strategic roadmap programme by creating the project charter and heading the vendor evaluation process.
- Achieved significant reductions in non-conformance costs for a major client by designing, coordinating and conducting a comprehensive training course for the strategic product development process, delivered to 800 engineering / manufacturing staff members at 6 sites.
- Developed an innovative programme to enable a CAD / CAM chain for an international engineering and manufacturing firm.
- Led the successful re-branding of corporate identity and vision.

Consultant / Senior Consultant (2002 to 2006)

Developed and managed an array of consulting projects. Supervised teams and worked closely with stakeholders. Facilitated development of sales proposals and presentations. Directed all marketing activities in Germany.

- Headed, as project manager, the design and implantation of a fully automated long-term archiving system, enabling seamless documentation to address product liability concerns, and delivering annual savings in excess of €1M.
- Redesigned engineering processes, and designed / executed a document management system which included an integrated transatlantic classification system, as sub-project team lead for an SAP-based implementation programme. The classification system remains as the enterprise standard today.
- Led the market analysis, corporate strategy overhaul and subsidiary sale prospectus development of a leading maritime sector company, as a key member of M&A team.

EDUCATION

Diploma (5-year), Business Administration: Strategy, Organisational Behavior & Marketing
University, Location

Bachelor of Business Administration: International Marketing & Management
University, Location

PROFESSIONAL DEVELOPMENT

Level D, International Project Management Association (IPMA)
Six Sigma Green Belt Training
ITIL Foundation