

Marcus Mauch



Background

- CEO/Managing Director at nationally and internationally operating family businesses and listed corporations in the technology and construction supplier industry with responsibility for Germany, Austria and Switzerland
- Leadership positions in the areas of B2B sales, marketing, product management, procurement, HR, logistics, strategy, transformation, M&A and PMI

Executive Search

- Search and selection of highly qualified executives and specialists in all functional areas of your business in the following sectors: building supply industry, electrical engineering, electrical wholesale, electrical craftsmen, building technology and telecommunications hardware manufacturers
- Search and recruitment of national and international executives with high specialization in the areas of management, board of directors, sales, key account management, business development, marketing, production/plant management, quality management, product management, procurement, finance, controlling, logistics, and HR
- Succession planning
- Outplacement und Newplacement

Business Consulting

- Strategy development including M&A, post-merger integration, restructuring, and turnaround management
- Growth generation (revenue, EBIT, enterprise value)
- Sales transformation from product to solution sales including cultural change
- Sales professionalization through coaching, mentoring, KPI management and customer focus
- New market entries including internationalization
- Development of organizational structures to generate growth
- Digital transformation and optimization of processes, tools, portfolio, business models and costs
- Taking on advisory board and supervisory board mandates