

Oliver Groschupf



Background

- Extensive experience in executive leadership at globally leading companies in the logistics industry, with responsibility for Germany, Belgium, and the Netherlands, as well as overarching responsibilities across Europe, the Middle East, and Africa (EMEA).
- Successful leadership roles in the areas of marketing, sales, strategy, transformation, M&A and integration, innovation and product development, as well as customer experience.
- Specialist in international expansion with proven success in opening new markets and optimizing business processes.

Executive Search

- Search and selection of highly qualified executives and specialists for all functional areas of your company – with a particular focus on the following sectors: transport logistics, warehouse logistics, distribution logistics, production logistics, procurement logistics, reverse logistics, IT and digital logistics, international logistics and customs management, sustainability logistics.
- Recruitment of national and international top executives with high specialization in key areas such as: management, executive board, sales, key account management, business development, marketing, production/plant management, quality management, product management, procurement, engineering, research & development (R&D), customer service, finance, and controlling.
- Outplacement and new placement – professional support for change processes for executives and specialists.
- Succession planning – strategic support to ensure leadership continuity in your company.

Management Consulting (Business Consulting)

- Building and optimizing sales organizations – increasing effectiveness, strategic alignment, and process optimization.
- Brand development and target group management – defining target audiences, tailored communication, and successful engagement for stronger market presence.
- Analysis and optimization of internal processes – focusing on sales, marketing, quality management, production, and product management to increase efficiency.
- Strategic and operational sales promotion – development and implementation of measures for sustainable sales growth