

## Gregor Gaisböck

After over three decades of dynamic experience in both international and national arenas, leading some of the world's most prestigious corporations, I am thrilled to embark on an exhilarating new chapter. I will bring my full industry knowledge, professional acumen, and business expertise to the other side of the table. I will be your dedicated partner, fueled by passion and inspiration, ready to achieve the extraordinary.



### Background

- CEO, CSO & CMO at national & international companies in the manufacturing supplier industry with a proven track record of success
- Expert in:
  - Strategy design and implementation
  - Leadership, transformation and driving change
  - Strategic pricing
  - Sales force excellence
- Extensive experience with all sales channels (including multi-stage, distribution, direct sales, online sales, project business, OEM, and rentals)
- From medium-sized businesses to corporations, from owner-managed to private equity holding
- Held C-level leadership positions in the areas of corporate management, strategy, sales, customer service, marketing, product management, production, R&D, SCM, procurement, QM, ESG
- Industry expertise in the construction supplier industry, including building construction, civil engineering, infrastructure construction, building materials, chemical construction materials, plastics, metal, wood, chemicals, adhesives and sealants, builders merchant, DIY

### Personnel Consulting / Executive Search

- Matching corporate culture and candidate personality with a keen sense of understanding people
- Identifying national and international executives with high specialization in the C-level area, board, and management
- Identifying highly qualified executives/specialists in all functional areas of your company
- Corporate development, sales, key account management, business development, marketing, product management, application technology, customer service, production, plant management, site management, SCM, QM, procurement, technology, R&D, finance, controlling, personnel, ESG
- Organizational development and succession planning
- New placement / Outplacement

## Management Consulting / Business Consulting

- Strategy, processes, structure, effectiveness
- Building, optimizing, and transforming organizations
- M&A targets, PMI
- Positioning, differentiation, customer value management
- Strategic pricing
- Strategic and operational market development and product positioning
- People & culture
- Sparrings partner



Looking forward to making it happen.

Gregor Gaisböck