

Year	Subsidiary - (country)	Industry - Task	Results	Function
2023-2024	Nüssli spol. s r.o., (CZ), company in crisis, medium-sized	Interior construction - Design, production and assembly of built-in furniture, exhibition stands, stands for the Olympic Games. Increases in efficiency across all departments of the company	Successful teambuilding; open communication; raised sales significantly; created realistic fundamentals for generating profits in 2024; participation in construction tenders; set up a liquidity plan; revised production costs; cleared up the warehouse; improved project management; linked the purchase department to project management; troubleshooting on the construction site; adjusted process descriptions for SAP	CEO
2021-2022	OOO Cemix, OOO Minerals, LASSELSBERGER, (RUS), growing company, family owned group	Building material production - Establishing a Shared Service Centre (SSC) for the subsidiaries of the holding. Introduction of the ERP-system 1C	Staff motivated; SSC fully functional, providing services in finance, controlling, law, human resources, IT, security incl. compliance. Digitalized completely the combined purchase and sales + logistic process in the 1C:ERP system; architecture and description of the remaining processes throughout the supply chain of the two production companies;	CFO, CCO, PM (introduction ERP system)
2017-2021	Deutscher Bundestag, (D), country in crisis	Elected Member of the Federal German Parliament Bundestag, one term in office	Among other things unique insight into lawmaking in the ESG sphere (Environment Social Governance); participation in over 100 sessions on this topic in the committee for economy and energy	MP
2016+2020	Dr. Franz GmbH, (D), medium-sized company	Waste disposal - Solving issues with authorities	Designed drafts for permits according to the Federal Pollution Control Act (BImSchG) and certifications according to the Circular Economics Act	Consultant
2015-2019	PSP Machinery spol. s r.o., (CZ), company in crisis, medium-sized, family owned	Mechanical engineering - Restructuring the heavy machinery production company as confidant of the German owners; preserving results as chief advisor	Restructuring works along the entire supply chain: sales - construction - work preparation - production - purchase; linked sales planning to the production possibilities; lean management; increased production volume; achieved deliveries in time, thus saved former huge penalties because of delays; regained the trust of the customers	Consultant, CEO, CRO, Advisor
2016	Upmann GmbH & Co. KG, (D), mature company, medium-sized, family owned	Metal processing - Member of the Change management team, Sales division	eCommerce concept relaunched, new eShop planned and kicked off; raised sales in Germany via tenders in the construction contract business, measured by offer tracking; raised sales to Eastern Europe; employees successfully	Sales Executive
2013-2016	self employed on a part-time basis, (CL)	Real estate consultancy - Purchase of apartments and land	For German private investors in Chile; building a network with Chilean brokers, lawyers and banks	Consultant
2012-2015	Schössmetall GmbH & Co. KG, WÜRTH, (D), company in crisis, family owned group	Wholesale trade - Restructuring the company	Reversed a 13-year decline in sales into a moderate growth in an oversaturated market; cost and staff cuttings; developed the eShop; integrated an external call centre; adjusted the product range; reorganized the warehouse; refurbished sales and Supply Chain Management (SCM); introduced the ERP system MS Dynamics AX	CEO, CRO
2011-2012	Schmid Schrauben GmbH, WÜRTH (A), mature company, family owned group	Metal processing - Raising prices significantly to different customer groups without losing turnover	Goal achieved; additionally, elaborated a plan for modernizing the value stream in the metal-working company, replacing the outdated push-principle in production by the pull-principle, flexible lot sizes	Sales Executive
2011	Volkswagen car manufacturing plant, (RUS), mature company, big	Automotive - Manufacture of four different models on one production line	Optimized the supply processes in VW's Russian car factory; Just-in-Time JIT, Just-in-Sequence JIS, KANBAN; controlling of logistic costs; selection and training of successors to head the logistic planning department	Logistic planning Executive
2010	DS Smith Plastics, (GB), mature company, big corporation	Packaging - Consulting the Russian dealer's management of the British packing material manufacturer	Optimized the organizational structure, distribution, logistics, financial reports and accounts-receivable management; improved cooperation with the British parent company and the German sister company	Consultant
2006-2010	OOO Giecke & Devrient Technology, (RUS), company in crisis, family owned group	Telecommunications and IT - Restructuring the SIM-card-manufacturing company with its own application development	Increased sales significantly to mobile network operators in Russia and Central Asia; achieved profitability; severe cost and staff cuttings; refurbished the entire Supply Chain, from sales via production up to purchase; logistics including customs; dried out corruption schemes	CEO, CRO, CCO
2004-2006	OOO Umdasch Shop-Concept, (RUS), growing company, family owned group	Shopfitting and retail trade - Set-up of a sales company from scratch	Successful market entry; business plan figures significantly exceeded; import of shop-fitting from the Austrian parent company, customs clearance and assembly in Russia; integrated the subsidiary into SAP and reporting of the parent company; troubleshooting on the construction site; "store branding" for retail customers at their point of sale POS	CEO
2000-2004	Müller & Baraulja Partnership, (D + RUS, BY, UA, BALT, CZ), self-employed	Management consultancy - For customers entering Eastern European markets	Consulting in the sales and the SCM sphere, two major projects in IT and Automotive: 1) Established a start-up IT software development centre, financed by an US investor in Belarus, 2) Carried out a production site analysis for a Western automotive supplier with the purpose of setting up a manufacturing plant in the Ukraine.	Consultant, PM (Company setup)
1996-2000	Ireks GmbH, (D), growing company, medium-sized family owned	Food industry - Area sales manager for bread improvers and mixes to Eastern Europe. Project manager for setting up a production plant there	Multiple increases of sales and earnings in growing markets; integrated the Austrian, Czech and Croatian subsidiaries into the sales strategy for the Baltics and CIS; cross-border logistics and customs. Founded a local subsidiary and established a fully functional production facility in Russia. Member of the supervisory board	Sales executive, PM (SCM + setup production), Supervisory
1994-1996	Allgemeine Kreditversicherung, COFACE, (D), mature company, big corporation	Insurance - Regional sales representative for Northern Bavaria of credit and export credit insurances	Reached sales results significantly above the target figures; carried out financial statement analysis for risk assessment	Salesman