

PROJECT LIST

Year	Company - (Country)	Industry - Task	Results	Function
2025-2026	Upmann GmbH & Co. KG, (D), mature company, medium-sized, family owned Employees: 170 Turnover: 27 million EUR	<i>Metal processing</i> <i>Products for interior design</i> Coaching the management (part-time project)	Expanding exports: Finding sales representatives, refurbishing e-shop, drafting contracts, delivery logistics, official certificates of non-combustibility. Price controlling: Calculating margins, setting up a management dashboard. AI agents: Workflows via Langdock (corporate AI platform) and Make (process automation).	Consultant
2024-2025	Dr. Franz GmbH, (D), mature company, small business Employees: 3 Turnover: 500 KEUR	<i>ESG sustainability reports</i> Set-up of an efficient ESG reporting. Utilisation of the legal scope for interpretation to the benefit of the customers, forward-looking inclusion of upcoming EU regulatory changes	External ESG reporting established for larger customers of the client. According to the ESRS or VSME standards. Double materiality analysis, sustainability reports according to EU (TR, CSRD) and German (LkSG) regulations. Software-supported recording and reduction of CO2 emissions, Scopes 1,2,3. Corporate Carbon Footprint (CCF), Product Carbon Footprint (PCF). Consideration of the Carbon Border Adjustment Mechanism (CBAM) for imports.	PM
2023-2024	Nüssli spol. s r.o., (CZ), company in crisis, medium-sized Employees: 75 Turnover: 10 million EUR	<i>Interior design</i> 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 (+33%); created fundamentals for generating profits in 2024 (after loss in 2023). 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 Employees: several 100 Turnover: starting from 0	<i>Building material production</i> Establishing a Shared Service Centre (SSC) for the subsidiaries of the holding. Introduction of the ERP-system 1C:ERP 2.5	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 One of 709 MP	<i>Member of the German Parliament</i> Whip of the parliamentary group, Speaker for Foreign economic relations, one term in office	Among other things unique collaboration in law making in the ESG sphere (Environment Social Governance); participation in over 100 sessions on this topic in the committee for economy and energy. Balkans expert. Social media presence.	MP
2016 and 2020	Dr. Franz GmbH, (D), company data see above	<i>Waste disposal</i> Solving issues with authorities (part-time project)	Designed drafts for permits according to the Federal Pollution Control Act (BImSchG) and certifications according to the Circular Economics Act (KrWG).	Consultant
2015-2019	PSP Machinery spol. s r.o., (CZ), company in crisis, medium-sized, family owned Employees: 360 Turnover: 25 million EUR	<i>Mechanical engineering</i> Restructuring the heavy machinery manufacturing company as confidant of the German owners. Preserving results as chief advisor	Restructuring works along the entire supply chain: sales - production - work preparation - construction - purchase; linked sales planning to the production possibilities; lean management; increased production volume (+11%) . Achieved deliveries in time, thus saved former huge penalties because of delay (- several 100 KEUR); regained the trust of the customers. --- First use of the VSM (Viable System Model) .	Consultant, CEO, CRO, Advisor
2016	Upmann GmbH & Co. KG, (D), company data see above	<i>Metal processing</i> <i>Products for interior design</i> Member of the Change management team, Sales division	eCommerce concept relaunched, new e-shop planned and kicked off; raised sales via tenders in the construction contract business, measured by offer tracking (> +15%) . Raised sales to Eastern Europe (especially Poland); employees successfully involved.	Sales Executive
2013-2016	self-employed on a part-time basis, (CL)	<i>Real estate consultancy</i> Purchase of apartments and land (part-time project)	Purchase of real estate 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 Employees: 35 Turnover: 6.5 million EUR	<i>Wholesale trade</i> Restructuring the company	Reversed a 13-year decline in sales into a growth in an oversaturated market (+5.2%); cost and staff cuttings (-35%); developed the e-shop; 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 Employees: 160 Turnover: 25 million EUR	<i>Metal processing</i> Raised prices significantly for various customer groups of the screw factory without losing turnover	Goal achieved, raised prices by 10-20% without losing turnover . 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 with flexible lot sizes. --- First use of the EKS (Bottleneck-Focused Strategy).	Sales Executive
2011	Volkswagen car manufacturing plant, (RUS), mature company, big corporation Employees: 5,000 Capacity: 125,000 cars	<i>Automotive</i> 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 the successor to lead the logistic planning department.	Logistic planning Executive
2010	DS Smith Plastics, (GB), mature company, dealer of a big corporation Employees: 14 Turnover: 3.5 million EUR	<i>Packaging</i> 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 Employees: 185 Turnover: 20 million EUR	<i>Telecommunications and IT</i> Restructuring the SIM-card-manufacturing company with its own application development	Increased sales significantly (+35%) to mobile network operators in Russia and Central Asia; achieved profitability; severe cost and staff cuttings (-40%) . Refurbished the entire Supply Chain, from sales via production to purchase; logistics including customs; dried out corruption schemes .	CEO, CRO, CCO
2004-2006	OOO Umdasch Shop-Concept, (RUS), growing company, family owned group Employees: 11 Turnover: 3.5 million EUR	<i>Shopfitting and retail trade</i> Set-up of a sales company from scratch	Successful market entry; business plan figures significantly exceeded (> +40%) ; 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; trouble-shooting 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 Employees: 3 Turnover: 400 KEUR	<i>Management consultancy</i> For Western customers entering Eastern European markets	Consulting in the spheres of sales, SCM, customs. 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 Tier-1 automotive supplier with the purpose of setting up a manufacturing plant in the Ukraine.	Consultant, PM (company set-up)
1996-2000	IREKS GmbH, (D), growing company, medium-sized, family owned Employees: 2,500 Turnover: 400 million EUR	<i>Food production</i> Area sales manager for bread improvers and mixes to Eastern Europe. Project manager for setting up a production plant there	Multiple increases of sales (+700%) 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 + production set-up), Supervisory board
1994-1996	Allgemeine Kredit-versicherung, COFACE, (D), mature company, affiliate of a big corporation Employees: 400 Turnover: 500 million EUR	<i>Insurance</i> Regional sales representative for Northern Bavaria of credit and export credit insurances	Reached sales results significantly above the target figures (> +30%) ; carried out financial statement analysis for risk assessment .	Salesman