

Manager profile

Manager and Consultant

Person

Zeiss, Stefan

Master of Industrial Engineering and Management

Nationality: German

Birthday: December, 10th 1962

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**Building bridges, changing perspectives and more.
Achieve sustainable goals consistently!**

With many years of international professional experience, I am an assertive manager and consultant. In management, I support companies in change management, restructuring or when sales and EBIT need to be increased. I am available for this as a manager or consultant, and I accompany the result-oriented implementation. Success is often based on consistent implementation. The necessary measures are often known, but there is often no plan and therefore no implementation. For consistent implementation, that's what I stand for!

With AI applications, few resources and good planning, I am experienced in achieving the best results.

Manager Profile

Expertise

> **30** years' sales, marketing, aftermarket, service

> **24** years of management experience

7 years as an independent manager and consultant

Co-author of a specialist book, chapter "Aftermarket business Is Superseding Traditional Sales"

Industry experiences:

- Mechanical and plant engineering (automotive, plastics -, fire protection industry, flow technology)
- Communication technology / ICT
- Electrical engineering

Competencies & Characteristics

Education and experience allow me to **quickly understand companies and business models and to achieve short-term, sustainably results.**

Skills:

- **CEO** and division management
- Chief Transformation Officer (**CTO**, i.e. for the strategic restructuring of business models)
- **CSO** and lead aftermarket sales & service and structure them market- and service-oriented
- Support in the preparation of IDW S6 reports and support in the implementation.
- **ESG: CSRD / Corp. Sust. Reporting Dir.**
- Sparring partner and consultant, e.g. for SCM strategy, AI in sales, BTC in the company, ...
- Creative, customer- and solution-oriented in project business and component business
- Experience in intercultural environment
- Proven negotiation skills
- Enthusiasm and persuasion

Examples from my mandates

Activities in the **corporate environment** as well as with **international medium-sized companies**:

- As operational managing director, a special situation stabilized, the company relocated and realigned during ongoing operations.
- **CSO**: Realignment of a German subsidiary after insolvency: SWOT analysis, strategy development and implementation. Achieved a sustainable turnaround from a negative ROS in one year and created additional new jobs. (Parent company: Italian private equity company)
- Division Manager Aftermarket Sales and Service: Market development for special machines, after takeover from an insolvency. Achieved sustainable sales and high EBIT in the first year for this German subsidiary. (Parent company: American PE company)
- Business development consultant: market analysis, strategy development and implementation. International B2B market development in electrical engineering, for a foreign subsidiary of a German company
- Turnaround management for international, sustainable market development, after change of ownership in the B2B components business. (Parent company: Swiss PE company)

Summary of my CV

SIEMENS



SIEMENS

BRÜCKNER

ROTORCOMP
VERDICHTER

MEYER
MADE IN GERMANY

MP
MicroPoise
mdexx
luqexx

SZM+C

bm | beyond
management

DESAUTEL
GROUP

Stefan Oliver Zeiss , birthday December, 10 th 1962 in Braunschweig (BS), Germany	1962	
Secondary school	1980	Secondary school certificate School
Siemens AG , Braunschweig, Germany	1983	Degree: precision mechanic Professional training
Technical college , Braunschweig, Germany	1985	Qualification: technical college diploma School
Bundeswehr , Braunschweig, Germany	1986	Military service Work
Siemens AG , Munich, Germany, ÖN Headquarters	1987	Employment as a precision mechanic in assembly until the start of studies
Carl Zeiss Inc. , New York, USA	1990	Internship Product Mgt.: Semiconductor Testing Systems
Roland Berger, Commerzbank AG and Bayerische Vereinsbank AG , Munich, Germany	1991	Work during my studies in the field of M&A and in corporate customer service at banks
Munich University of Applied Sciences	1992	Degree: Master of Industrial Engineering and Management (Dipl.-Wirtschaftsingenieur FH) Study and jobs
Siemens AG, ICT , Headquarters, Munich, Germany PN (Private Communications)	1993	Product Management: "Gigaset 910" world's first DECT cordless phone
	1994	Product Management: Handy "S4" 1 st Siemens cell phone for the large end-customer market
Siemens AG, ICT , sales branch office, Munich, Germany, Sales Germany (Internet and Communication Technology)	1997	Technical consultant for corporate customers DECT telephony & call center solutions ICT sector
Siemens AG, ICT , sales branch office, Munich, Germany	2002	Key Account Manager for nationwide IT network operators (VIAG Intercom / today: O2 Germany)
Brückner Maschinenbau GmbH , Siegsdorf, Germany	2006	Regional Sales Manager, Far East Asia Plastics industry, bi-axial film stretching lines Tasks in SMEs
Rotorcomp GmbH , Germering, Germany	2010	Area sales manager for Southern Europe, India, and Far East Asia , Screw compressors for industrial compressors
Hans H. Meyer GmbH , Salzgitter, Germany Subsidiary of an Italian private equity company	2011	Director Sales and Marketing Intralogsitics, attachments for forklift trucks Mechanical and plant engineering
MicroPoise Measurement Systems Europe GmbH , Lübeck, Germany (Subsidiary of a US PE company)	2012	Head of Aftermarket Sales & Service (EMEA) measuring machines for tire manufacturers
mdexx GmbH , Weyhe, Germany (Subsidiary of a Chinese PE company)	2017	International Key Account Manager B2B with industrial fans, e.g. for transformers, ...
STEFAN ZEISS MANAGEMENT + CONSULTING	2018	Interim Management and Consulting
Company name is subject to discretion German PE company with locations worldwide	2019	Consultant abroad for international sales , online sales and team coaching (medium voltage transformers)
Beyond Management GmbH , Potsdam, Germany	2021	Partner, Interim Management and Consulting Interim Management
Beyond Refinance AG , Bottighofen, Switzerland		Partner, Mergers and Acquisitions
Desautel GmbH , Jena and Rüsselshiem, Germany owner-managed French SME with 9 subsidiaries worldwide	2023	Interim Manager as MD of the German subsidiary Relocation, personnel acquisition during ongoing operations & Consulting
several consulting mandates at various companies in critical situations and professional training courses	2024	ESG Implementation Manager and Transformations- and Turnaround-Manger (CTO, CRO)
	2025	



Visitenkarte Stefan Zeiss

