

Serge MEGAZZINI

Executive Interim Management

Sales leadership,
from the definition of strategies
through to their execution



Solutions to commercial challenges ...

I have built my expertise in B2B management throughout my career in international family-owned companies and groups, notably in the automotive supplier industry. It allows me to advise my clients in a pragmatic way and to solve their business challenges in terms of growth, transformation, integration or simply execution.

I provide a flexible strategic and operational support in temporary sales leadership or project management positions. Through a constant effort of communication, transparency, knowledge transfer and coaching, I ensure that achievements are capitalized and can continue to be developed within the company.

... based on four expertise pillars ...

Strategic Planning

« Enabling sustainable growth through the identification, development and deployment of adequate strategic options, top down and bottom up »

Commercial Excellence

« Improving the performance of the sales force and sales operations by the application of best skills, practices, processes as well as digital tools »

Business Development

« Achieving business development goals by the consolidation of the core business and the development of new customers and market segments »

M&A Transition Management

« Conducting an effective transition of businesses and organizations to new owners before and after the closing of a M&A transaction »

... and a transformational leadership style

By promoting a proactive interdisciplinary collaboration, I motivate the teams to accomplish their tasks in a coherent way, to solve their challenges together and to contribute efficiently to the achievement of the company's objectives.

My personal background as well as my international career in Europe, Asia and America have allowed me to develop excellent skills in intercultural management. They empower me to lead multicultural teams while taking into account and valuing their differences as well as those of their customers.

Implementing a transformation, achieving operational objectives or overcoming a crisis are all recurring responsibilities in interim management. In addition to applying appropriate methods of communication, interaction and collaboration, I constantly strive to motivate and empower stakeholders.

5 interim management assignments since 2019 ...

	09.2023		 Wangen	Strategic Planning, Business Development, Commercial Excellence
	02.2022		 Werther	Sales Management, Strategic Planning, Business Development, Commercial Excellence
	06.2021		 Langenthal	Sales Management, Strategic Planning, Business Development, Commercial Excellence
	06.2020		 Wuppertal	Commercial Excellence, Business Development
	07.2019		 Calw	Sales Management, M&A Transition Management

... preceded by 20+ years of B2B sales and management experience

	01.2016		 Radolfzell	Vice-President Global Sales & Product Management
	09.2011		 Lüdenscheid	Vice-President Sales & Marketing
	02.2008		 Guyancourt	Branch Office Director
	01.2006		 Sentmenat	Sales & Engineering Director
	05.2001		 Lüdenscheid	Key Account Manager
	02.1996		 Saarbrücken	Consultant & Project Manager

Recommendations



www.b2b-challenges.com/references



www.linkedin.com/in/serge-megazzini/
www.linkedin.com/services/page/4a90933078b1361b86

Communication

 Fluent

 Fluent

 Mother tongue

 Basics

Education

2014: Complementary training: General Management (SGMI, St. Gallen)

2010: Complementary training Finance for non-financials (ESCP, Paris)

1996: Graduated in Mechanical Engineering (Ecole Nationale d'Ingénieurs de Belfort)

1989: Graduated from high school (Lycée Niepce, Chalon sur Saône)