

Mr. Jérôme Desautel is the third generation President of Desautel SAS, an independent family company based in Lyon, France, founded in 1932. With seven subsidiaries and 28 branches, Desautel is successful in more than 60 countries. Desautel develops, produces and markets fire protection technology. In 2022, around 1,500 employees generated 300+ million euros. Mr. Samuel Avenel, Directeur Général / CEO, is responsible for about two-thirds of the group turnover, including the turnover of the German subsidiary.

Desautel GmbH has been successful and steadily growing on the German market since 2011. In order to continue to achieve more dynamic growth, the management decided in 2022 to relocate the headquarters of Desautel GmbH to a central location in Germany. For this strategically and operationally very responsible project, the interim manager Mr. Stefan Zeiss was commissioned.

The project included the relocation of a sales and logistics office and two warehouses. After the extensive project planning, personnel search, location search, IT relocation planning, before the closure of the old location and relocation organization, the developed SCM strategy was implemented. As a result, all B2B customers could always be supplied with system-relevant security products, e.g. with fire extinguishers and maintenance parts.

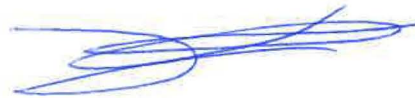
A central, representative location was found in the greater Frankfurt area and completely redesigned. A new warehouse was put into operation near the new location, and highly qualified personnel were hired and trained. Finally, management, customers and public representatives ceremoniously opened the new location. Shortly before the end of the project, Mr. Zeiss and his team managed to win the largest single order in the 12-year history of the German subsidiary. The project was successfully completed after exactly one year.

Outstanding strengths of Mr. Zeiss are his excellent, forward-looking organizational work and his ambition to achieve goals sustainably, economically and successfully. He completely convinced us and our customers, for which we are very grateful. He very quickly and competently solved our acute need for action using a pragmatic approach and perfectly prepared our new branch for the next generation.

When it comes to our entrepreneurial challenges, it is interim managers like Mr. Zeiss, who also take on very challenging tasks, plan the implementation down to the last detail and are responsible for accompanying them to the end, who make the decisive difference in management quality. The commissioning of Mr. Zeiss also led to unforeseeable positive economic success. Our investment in his skills has more than paid for itself.

We wish Mr. Zeiss all the best for his future work and can warmly recommend working with him.

Lyon, 31/08/2023



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Jérôme Desautel  
President of Desautel SAS