



Tobias Höft

Master of Business Administration & Dipl.-Ing. Elektrotechnik

Core Aspects:

Management, B2B Sales & Marketing, Business Development, Design Engineer

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Tobias has a strong commercial and technical background. He is a senior executive with proven track record in delivering sustainable growth, profitability and productivity improvements in complex environments in Europe, NAFTA, Africa and Asia. He is known as a problem solver balancing operational and strategic aspects while using a result-oriented hands-on approach.

A wide commercial outlook, combined with managerial skills and leadership attitude in driving working teams have formed a complete expertise necessary to build up new organizations and drive companies towards successful business performance.

Key Services

- International sales teams management
- Business unit management
- Profit and Loss full responsibility
- Direct account management

- Set-up and Improving new Markets & Products
- Establish and control of production facility
- Business strategy planning
- Team re-structuring and staff organization
- Implementation and Leading with KPI`s

- R&D project coordination for customer General Electric
- Electrical Engineering
- Active in communication to improve company visibility

- S&OP (Sales & Operations Planning)
- Consolidation of production sites
- Set up of sales offices, distributors and centers of technical excellence
- Set up of partnerships securing the supply chain