

**Professional Experience**

**(Extract)**

**Motto:** LISTEN and LOOK ⇨ THINK ⇨ DO  
= CONVERT AND IMPLEMENT.

**Service:** Board member, CEO, CFO, COO, Inhouse consultant.  
Interim Manager, Project Manager (**Interim**, Top secret).

**Flexibility:** Global, International.

**Language:** German (1), English (2), French (3), Polish (4).

**Lines of Business:**

- Automotive / Automotive supplier
- Metal processing
- Engineering Trade comp.
- Electronic industry
- Synthetic material industry
- Household utensil / White goods industry
- Food industry (Fish, Meat, Snacks)
- Meat industry (Slaughtering and taking to pieces)
- Printing industry
- Logistic, SCM, Warehouse, Outsourcing (international)
- Gas, Oil
- Authority, Ministry.
- Infrastructure projects (GCC, MENA, Malaysia, China, Canada)
- IT, Software design, Database, etc.

**Work Field:**

- **Interim-, Project-, Change-Management**, Restructuring/ Stabilization.
- Strategy, Business Economics, Profit-/Added Value-Comparative.
- Finance, Controlling, Cost Management, Organisation, IT, Logistic.
- Realization inside customer enterprise (Tayler Made in Germany).



**Mr. Raimund Stempien**  
- **Business Economist**  
- **Computer Scientist**  
- **Industrial Business Manager**  
- Senior Professional, **International Success**  
- 29 years experiences, many lines of business  
- 24 years **Interim Manager** international  
Phone Mobile: +49 175 4184706  
Phone Office: +49 69 505064230  
Confidential Email: [raimund.stempien@stempien.de](mailto:raimund.stempien@stempien.de)

**Since 29 years (international):**

**Professional and successful realizations, Written customer ACCEPTANCE OF SERVICES (please, see next pages !**

**Since 29 years: Implementation, Quality, Project management, Interim management, First Level.**

**A lot of experience, fast, Solutions-oriented, International, Intercultural, Practice support/service, All Management/Team level.** Hands-on, Staying power, Conflict experience. Mediation. Mentor. Mediator. Generalist and specialist. Conceal function for Equity holder.

**High Professional, Focus: Realization / Implementation. Tayler made Strategy design/-customization, „Future organize“**

**Holistic business reorganisation/ restructuring, profitability increase, streamlining, IMPLEMENTATION.** Administration, Sales, Purchase, Logistic/SCM, Warehouse, Cost-Benefit, Profit-plus, Shareholder value, ROI Return on invest, Intelligent company finance, IT and process organisation, Harmonisation and project rollout worldwide.

**Business securing/construction, global concepts,** suppliers, controlling, finance/asset plan, distribution activation, purchase (buying profits!), increase, profitability, PLAN simulations, bank negotiations, mediation. Succeed.

**PMO, PM, PL, Project Manager with 28 years international Success.**

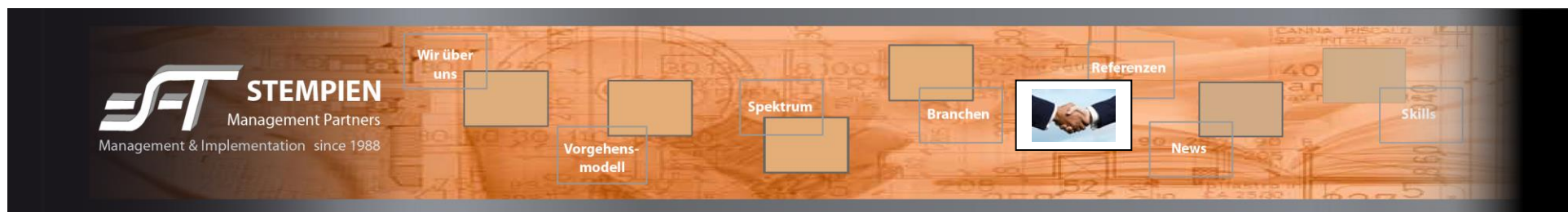
**Coaching young manager (CEO, CFO, COO, ASS), Following generation.** On the job, Hands-on, international.

**Restructuring foreseeable fail project development. Stabilisation. Securing Investments.**

**Introduction and implementation into practice (for 29 years).**

**Mr. Raimund Stempien, D-60439 Frankfurt am Main, GERMANY (Interim Manager and Management Consultant)**

• Professional experience, Projects, References, CV Curriculum •



<b>Project / Reference:</b> Germany, China, India	10/2015 – 11/2017	<b>Interim International Germany, Europe, China, Business Managing Director</b> , Industry, Plant construction cast (> 3.000 Empl., > 160 Mill. Euro), Restructuring Europe Company for a Chinese Group (MEGA Privat Equity), Strategy and Profit Analyses, Future concept development-2030, Enforce future concept, Sales and Marketing worldwide, Design strategy for China Board Manager, Long term Business plan, IT consolidation, HR Change management, Personnel development.
Germany, Malaysia	03/2015 – 08/2015 09/2014 – 01/2015	<b>Interim, General Manager, Short-term substitute unusual manager, Synthetic materials</b> (> 500 Empl., 55 Mill. Euro), Formation successful putting into action logistics strategies of JIT to Jis for automotive customers Europe-wide. <b>Interim, IT Manager International, SAP, Germany/ Europe/ Malaysia</b> , PP-/PS Harmonization, Middle classes, high-grade steel producer (> 2.000 Emol., > 500 Mill. € Sales), SAP-System, harmonize on kernel functions, Change from Individual software solutions to SAP-standards, Primary manufacturing, PP/PS, Process Germany, Europe, South east Asia, Design IT-Infrastructure for a new factory in Malaysia. Implementation.
Germany, Middle East, Asia	11/2013 – 07/2014	<b>Interim, General Manager, Consumer goods industry</b> , „Expansion, Globalization, Finance Strategy“, Expansion Asia and Middle East, (> 3000 Employees, 0,9 Mill. € Sales), Analysis competitor, Medium-term strategic concept potentials and projected figures, <i>Derivation business plans and alternative financing strategy</i> (Banking place London and Singapore).
	02/2013 -08/2013	<b>Interim, IT SAP Project, Implementation Project Management</b> , Automotive supplier Group. Brainstorming and Analyses structure of project management, future concept to implement harmonized PM worldwide. Training for employees and management.
	07/2012 – 12/2012	<b>Interim, IT Project Management SAP IM Investment Management, Introduction project management, restructuring project undesirable development, electronics company (family group, &gt; 5.000 Emp., 0.8 Bill. €, worldwide locations)</b> guaranteed in the concept drafted newly, analyses, ORG functional specifications, correction operator-specific “configuration without MS-Excel tables” (rationalization).
Saudi Arabia	02/2012 – 05/2012	<b>Planning own strategy for consulting market Kingdom of Saudi Arabia, as General Manager for Infrastructure projects</b> , General- and Project-Management Tayler made, Made in Germany, construction with an Saudi Cooperation partner.
	05/2011 - 12/2011	<b>Consultancy + Project management, Infrastructure projects, Saudi Arabia, Ministry of Tourism Riyadh</b> , Planning future tourism concept for international holiday-maker from Europe and Germany to Jeddah, Al Khobar, Riyadh, und Hail.
Netherlands, Germany	11/2010 - 03/2011	<b>Interim, European Logistic Group, Perishable Fish, Meat, Vegetables, &gt; 5,000 Empl., &gt; 0,9 Bill. € (Europe, Germany, Worldwide Transport &amp; Logistic, Netherland/Dutch company)</b> . Analyse of an international daughter company, strategy check for M&A, Sell-or-close strategy, strategy MBO/MBI, design of a concept “Sell or close Strategy with third party possibilities” for the group company. Presentation results to Management Board and directors.

**Mr. Raimund Stempien, D-60439 Frankfurt am Main, GERMANY (Interim Manager and Management Consultant)**

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Project / Reference:	10/2010 - 12/2010	<b>Consultancy + Realization, Logistics Corporate Group, Perishable Fish, Meat, Vegetables &gt; 10,000 Empl., &gt; 1,5 Bill. € (Europe, Germany, Worldwide Perishable Logistics).</b> Strategic analyses of forward looking fields of business. Adjustment of strategies for M&A, Buy-in new companies, analyse costs ⇔ risks, MBO/MBI, checking management and employee quality (Dutch, Netherlands), create "Buy or close Strategy" for the group company. Presentation results to Management Board and investors.
Netherlands, Germany	02/2010 - 08/2010	<b>Consultancy/Coaching, Son and successor of a Business family, Industry, Printery, &gt; 240 Empl., &gt; 20 Mill. €. Practice on the job, later enterprise succession,</b> introduction/education businessman. Successors, concise and intensive practice education by managing director/businessman. Focusing: Business strategy, business administration, global intellect and behaviour i.e. of profit oriented decision-making processes at all levels of a management. Practical cooperation (strategy, business trips, sale, canvassing, offers, business transactions, Supply chain, IT and organization).
GCC Arabia	10/2008 - 10/2009	<b>Consultancy + Realization, Electronic Group (&gt;2.000 Empl., &gt; 1 Bn. €), Strategic market entry in the GCC area, Arabian peninsula,</b> conception portfolio orientation, potential, customer, interested party, sales construction administrative/operative, organisation marketing structure, sales controlling, cost accounting, Logistik/SCM, CRM, /MIS -define IT system requirements (functional specifications).
Saudi Arabia	11/2007 – dato	<b>Consultancy, Strategic market analysis Saudi Arabia and Qatar (Cost-Profit-ROI),</b> Tourism, Megas project infrastruktur, finance and business plan, cost-benefit, German project plan, Cooperation.
Poland	11/2006 - 12/2007	<b>Interim, and consultancy, Logistics Corporate Group, &gt; 6,000 Empl., &gt; 2 Bill. € (Europe, Germany, Eastern Europe, Poland).</b> Strategic reorientation of forward looking fields of business. Adjustment of strategies, process structures and organisations. Weak spot analyses, improvement, process and workflow organisation, checking management quality (Poland), development –expansion -exchange management and second management level (Poland), permanent consultancy of all market relevant topics and short term measures (Logistics, warehousing and transportation, focus furniture factories).
Asia, Arabia, Germany	04/2006 - dato	<b>Consultancy + Realization, Touristic Corporate Group, &gt; 2.000 Empl., &gt; 3 Bill. €. Strategic consultancy board of directors and project planning participants.</b> Future touristic concepts for the Middle East. Positioning of significant USP projects of varying type with appropriate middle and long term business plans. Infrastructural planning with location examples United Arab Emirates and neighbouring Arabic foci of interest. Pre-negotiations with potentially interested parties for implementation and local deciders.
	08/2005 - 02/2006	<b>Consultancy, Consultancy proprietor shareholder (Primary shareholder) and family, Food industry &gt; 500 Empl., &gt; 350 Mill. €, butchering and carving (pork, beef), European alignment.</b> Strategy consultancy for Europe wide expansion, conception, profitability increase through merging of <a href="#">chain of economic value added</a> , centralisation (focal competence butchering), expansion, follow up chain of economic value break down up to trade, financial analysis, financial concept, financial negotiations for holistic and profitability increasing business streamlining and coordination of many locations, strategic concept Additional Acquisition, (M&A), mediation as well, negotiation solutions without disturbances in the industries, basic concept design new alignment "Intelligent business financing/business assets administration", (business Mmgt. suggestions).

**Introduction and successful implementation into practice (for 29 years).**

**For more Successful project references until 1988, please contact us. Thanks!**

**Additional Qualification: Project Management, Corporate management, Management strategy, ERP Software, IT Systems, Database.**

**ZFU, Zürich, Switzerland, Centre for business management, Zurich, as well as other institutes of these subjects**

- Project management (every 2-3 years again), TOP-European school Switzerland.
- Negotiation strategies WINWIN-orientated according to HARVARD-Concept®.
- Conflict solution strategies within management and strategy, IS, IT and organization projects.
- Efficient marketing and pricing i.e. implementation.
- Mediation (mediation between conflict parties within business without jurisprudence)

**Bildungswerk der NRW-Wirtschaft** e.V., Schwelm. **Learning centre NRW economy e.V., Schwelm.**- Management and cooperation training. (Guidance, psychology, group dynamics).

**PSI AG, Berlin.** Process control / project management (technical, industry, infrastructure)..

**SAP.** R/3 und R/2, Basis, ABAP, SD sales, MM material economy, PS, PP, experiences since 1984.

**BAAN.** PPS-Module V2.

**MICROSOFT.** MS OFF365 E3 Enterprise 2016, MS-PROJECT 2013/since 1998, MS-Visio-2013, WIN10/-7/-XP/-NT4.0, -3.11.

**SNI.** COMET TOP / COMET-PRO and follow up products.

**IBM. (System controlling)** Various IBM systems (AS400, AS400-RISC-SERVER + PCs, RS6000, 3090 Host)

**IBM.** Concept design data base design (DB2).

**SIEMENS-NIXDORF.** System control. SNI systems (SINIX) RM400 and RM 600.

**IT-Qualification (Programming / Project management / Database / PC).**

**Computer programming languages:** COBOL, ASSEMBLER, PRG II, BASIC, SAP ABAP, ADS/ONLINE, HTML.

**Structured programming** (according to Nassi Shneidermann).

**Project management** (28 years!), Project supervision, utilization of MS-PROJECT-2013 (since Version /-98)

**System Analyse, System Design, PC Network, Internet, Intranet, Extranet.**

**Software analyses and reorganisation** (SAP, BAAN, NAVISION, PS2, COMET, IBM-MAS90, ....).

**IBM DB2, IDMS/R Network Database** IDMS/R, CULLINET Software

**PC-Technologies. Systems:** WIN10/-7/-XP/-NT4.0/-3.11workgroups, Adobé PAGE-MAKER (DTP), etc...

**E-Business, e-Procurement, B2B, B2C** (SAP, SIEBEL, etc.)

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