

## Take the bearings, chart the course and reach the goal!

Dear Sir or Madam,

I herewith offer my practical enforcement in all industries as temporary commercial Manager, on short term and also international.

### Experience and Competence:

From U-Boat Navigator to Board-member and then freelance, I was able in more than 30 years of practice to realize over 100 projects successfully. I worked for more than 20 years in one Company with more than 600 employees, managing 280 Mio. Euro Budget incl. 20 Subsidiaries for the global A+B markets.

Since 2013 I am Interim-Manager with "hands-on-mentality", I optimize companies in all industries with the beneficial view from outside. On demand I can support Management interdisciplinary, intercultural und fluent in English as well. I am using your present resources, optimize business-processes and cover company values.

### Reorganisation:

Company/Area-Analyses  
Business processes  
Finances

### Management-Support:

Interim-Management  
Digitizing  
Internal Communication

### Controlling:

Structures  
Navigation  
Budget

### Method:

I am consequently focussed on restoration of transparency with my approach:  
Implementation of structures + user-pays-principal + simplicity

Up to now I profit from my first U-boat-Navigator experience, where I learned precise preparation of information. With my referred knowledge I understand extensive dataflow, find and evaluate weak points and potentials. I analyse down to sub-categories and areas with a good address to colleagues and direct reports.

Every single Task I follow-up individually, incl. the context of time and operative matters:

<b>A. Take the bearings</b>	1. Actual quantity taken	also for Sub-categories incl. SWOT
	2. Evaluation	Facts and figures for transparency
<b>B. Chart the course</b>	3. Solution options	generally max. 3 options
	4. Decision	define common target(s)
<b>C. Reach the goal</b>	5. Choose PMO	Project-Management-Office
	6. Enforcement	Dynamic Project Management & Controlling
	7. Transfer	Knowledge transfer by Trainings and Inspections

If your requirements would fit to my profile, I would appreciate your direct contact. You will find my personal information via the attached Fact-sheet.

Letter of recommendation and project reports are available on request.

I am available and could be contacted via mail or directly via phone +49 (0)176 3075 3862.

Thank you very much for your attention and I am looking forward to get your feedback.

With best regards from the North Sea,



Bodo Mayerhof



## Bodo Mayerhof

## Interim-Manager

Manager for Reorganisation, Company/Area-Analyses, Controlling, to bridge commercial Vacancies, Managing Direction Sparring, Project leader.

U-boat-Navigator – Controller – Board member – Freelancer since 2013 Interim-Manager, >30 y Project experience, >100 Projects

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**Competence:** Optimisation in ADMINISTRATION and SALES  
Reorganisation – Personal support in Management – Analyses & Controlling

**Experience:** Project- und Interim-Management on site  
all Management level, all commercial areas, all industries, intercultural

**Method:** Take the bearings, chart the course and reach the goal!  
Implement structures, easy Controlling tools, Transparency

**Career:** U-Boat-Navigator (2y) → Commercial Clerk (5y) → Planner (2y)  
→ IT-Manager (2y) → Controller (6y) → Director Administration (3y)  
→ VP Global Sales (4y) → Board member (3y) → freelance (since 7y)

Period	Position	Industry	Commercial sector
04.19 – 12.19	Managing Director	IT	Digitizing
02.19 – 10.19	Project leader	Petfood	New-Business-Development
02.18 – 01.19	Managing Director	Fish Trading	Administration
04.18 – 08.18	Project leader	Bundesliga	Fund-raiser project
09.17 – 01.18	Director Administration	Fish Trading	Reorganisation
04.17 – 01.18	Project leader	Food	IT ERP-System
07.16 – 03.17	Director Administration	Building material	Controlling & Processes
03.16 – 07.16	Project leader	Bundesliga	Fund-raiser project
01.16 – 06.16	Director Administration	Logistics	Organisation & Cost-Center
06.15 – 12.15	Project leader	Logistics	IT ERP-System
03.15 – 05.15	Project leader	Bundesliga	Fund-raiser project
12.14 – 02.15	Project leader	Consumer goods	Market entry
11.13 – 12.14	Managing Director	Automotive	Start-up
02.13 – 10.13	Project leader	Services	Reorganisation
01.11 – 01.13	VP Global Sales + M&A	Pharma/Food	global Management
06.09 – 12.10	VP Global Sales	Pharma/Food	Sales & Subsidiaries
06.06 – 05.09	Director Administration	Pharma/Food	Consolidation, IT
06.96 – 05.06	Controller, IT, R&D Project	Pharma/Food	Controlling
04.86 – 05.96	U-boat-Nav., Commercial	Germany, div. companies	Navy, Education, Practice

**A. Restructurings, new Foundations, Merger & Acquisitions:**  
20 companies in all global A+B-markets, Results: Significant improvements by own Subsidiaries and Rep-Offices. Implementation on-site by interdisciplinary/intercultural people management.

**B. Operative Subsidiary Management:**  
USA (facility III) , Mexico, Brasil, Argentina, EU North (facility I+II in DE), Poland, Hungary, Ukraine, Russia, Spain, Turkey, South Africa (facility V), Iran (Rep-Office), India (facility IV), China (Rep-Office), Taiwan, Thailand, Malaysia, Indonesia, Philippines

**C. Other Improvements, also international on-site:**  
Cost- and Profit-Center-Calculations, global Rolling-Forecast-System, Pricing, CRM, SAP-Releasechange, MS, Target-Agreements, MIS – Management-Info-System online, Competency and Subsidiary-Policies, Cost-Cutting-Programs, online Reporting-Systems, social & own Investments



## Mayerhof Consulting

### REORGANISATION

#### Company/Area Analyses

Company value  
Evaluation operative Power  
Strategy development

#### Business process

OTC (Order-to-Cash)  
Time-waster  
Cost-Benefit-Balance

#### Finances

Income strengthening  
Cost-Cutting-Programs  
Liquidity improvements

### MANAGEMENT

#### Interim-Manager

Bridge Vacancies  
Managing Direction Support  
Project Management

#### Business digital

IT-Security  
Digital Processes  
Digitale Market Development

#### Internal Communication

Target-Agreements  
Regular Meetings  
Reporting

### CONTROLLING

#### Structures

Cost-Center  
Master Data  
User-pays-principal

#### Navigation

Key-Performance-Indicator  
Controlling Tools  
Personnel or Outsourcing

#### Budget

Whole Budget Process  
Sales Planning  
Supply chain