



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

Address: Haydnstr. 46 b – 27474 Cuxhaven – Germany

Phone: +49 (0) 176 3075 3862

Mail: b.mayerhof@mayerhof-consulting.de

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 Administrative (3y)
	→ VP Global Sales (4y)	→ Board member (3y)	→ freelance (since 7y)

Period	Position	Industry	Commercial sector
03.20 –	Project leader (unpaid)	Corona	Church & Social Sponsoring
01.20 – 02.20	Managing Director	Real Estate	Income property & Marketing
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

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:

A. Take the bearings	1. Actual quantity taken	also for Sub-categories incl. SWOT
	2. Evaluation	Facts and figures for transparency
B. Chart the course	3. Solution options	generally max. 3 options
	4. Decision	define common target(s)
C. Reach the goal	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



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