

Profile



DR. BAUCH & KOLLEGEN
RECHTSANWÄLTE

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Company

DBC Managementberatung Dr. Bauch Consult as a successful medium-sized strategic management consulting firm with a top-class advisory network arise from the **law firm "Dr. Bauch & Kollegen Rechtsanwälte"** at Nürnberg. DBC's head office is Nürnberg. Dr. Bauch Consult provide advisory for clients within the scope of strategy, process, technology and people, when clients looking for perfect performance management and top performance in their competitive markets. Close-partnered with our clients, our advisors unleash potentials and manage thus first of all small and medium-sized enterprises (SME's) but also large-scale enterprises, organizations and institutions. Success through expertise is our promise and our key to success.

Personal data

Born: May 24, 1961, Schramberg (DE-BW)

Area of responsibility at DBC

→ Management Operations

Project-related responsibility:

- *Advisory Marketing and Acquisition,*
- *Order Processing and Quality Management,*
- *Financing of Programmes and Projects (Budgetary Responsibility).*

Company-related responsibility:

- *Marketing & Sales (Customer Management),*
- *Corporate Strategy and -Development plus Corporate Communications.*
- *Strategic Development of Service Divisions,*
- *Innovation Management and IT.*

Education

- Graduation as a photographer (Commercial photographer) and a Master's degree in business administration (Dipl.-Bw.)
 - Apprenticeship as a photographer (commercial photography, -film), Studio RO AV, Nürnberg
 - Voluntary service, Bayerischer Rundfunk Television
 - 1992-1999: Studies Business Administration (Market & Opinion Research, Marketing, Consulting) at universities of Pforzheim and Ludwigshafen/Rh
 - Visiting student (Kellogg/USA, IESE/Spainien)
 - Internships „Old Economy“ at home and abroad

Professional career (Selection)

- 1999/07: Projektmanager E-Procurement
- Start-Up der New Economy, Mannheim
- 04/2000: Analyst und Berater on a project basis
- IBM Global Services, Mainz (E-Management)
- MISYS Financial Group, Luxembourg (E-Trading)
(Standort: Frankfurt am Main)
- 03/2002: Investor Relations Manager VC/PE
- vcTrust Venture Capital AG, Berlin
- 10/2005: Management Assistant Research-Alliance
- Rechtsanwalts- und Fachanwaltskanzlei
Dr. Bauch & Kollegen Rechtsanwälte, Nürnberg
- 06/2006: Assistant Governance, Risk & Compliance
- DGQ, Frankfurt am Main
- 10/2008: Founding partner DBC, Nürnberg

Top Skills

- **Organizational Development**
– Digital transformation/Industry 4.0/Work 4.0 (overall organizations/organizational areas):
Digitization/agile methods, Globalization of structures and processes, Business Process Outsourcing
- **Change Consulting** – several application areas (managing diversity, cross-cultural communication, (changing new strategies, structures, processes, technologies and mode of behavior)
- **Marketing & Sales** – Sales Management (sales leadership/-organization/-planning, sales mix, sales information systems, compensation schemes, sales force trainings and sales conversations)
- **Project development** – operator models and Public Private Partnerships PPP (buildings & constructions industrial plants, transportation systems and energy)
- **Business model assessment** – identification of success factors on new ventures (qualitative venture valuation and conceptual design of business models)
- **Project management** – innovation management, information technology, post-merger integration
- **HR management** – Human resources management as a non-antagonistic culture of cooperation (personnel-recruitment, -placement and -development, collaboration with workers's councils/staff councils)

Professional experience

- Media and Entertainment, Logistics and Distribution, Capital markets (Private Equity/Venture Capital), project business Healthcare-Sector, Plant-Business

Working languages

- German, English

Regular training and development (selection)

- Interviewer-, presentation- and moderator-techniques, cross-cultural competence, change management, conflict management and project management, consulting in the public sector, CRM, MBO/MBI, MBTI*, PPP, logistics/SCM, rating and consulting, succession, financial engineering
– Further education and trainings with certificate, in each case run by top-class vendors

*DBC Managementberatung Dr. Bauch Consult
(as of February, 2024)*

**Your success determines the value of your company, organization or institution.
DBC · Unleash your capability together with your and our top teams.**