



RENE BOLLIER

EIP

Partner

Industrial Focus

- // Plant and mechanical engineering
- // Metal processing
- // Steel production
- // Aerospace, aircraft supplier
- // Special purpose vehicles, railway carriage supplier
- // Packaging, paper & printing

Education

- // University of St. Gallen, Switzerland, Master of Arts HSG (lic. oec. HSG) Economics and Business Administration
- // Artillery First Lieutenant, Swiss Army

Mandate Focus

- // Performance-based restructuring in medium-sized family businesses and group subsidiaries
- // Cost and productivity optimization, Lean-Six-Sigma
- // Overcome organizational weakness in implementation
- // Manage growth, recover performance commitments
- // Profitable growth, increase of sales margins
- // Key account management / sales initiatives
- // Working capital reduction
- // Post Merger Integration, merge production locations
- // Development of the business model

Selected References

- // Interim CEO/CRO filtration technology (turnover: EUR 22 million, 100 employees), turnaround, concentration of production in one site and successful repositioning in project business of process engineering
- // Interim CEO of a special purpose vehicle manufacturer (turnover: EUR 47 million, 198 employees), restructuring: margin improvement, re-engineered production process, after sales organization and staff reduction
- // Interim MD/CRO steel mill (turnover EUR 423 million, 510 employees), performance improvement, Lean Six-Sigma, stopped exodus of key personnel, integration into group management organization
- // Interim Division Manager, aircraft supplier (turnover division 233 million, 950 employees), crisis management, successful recovery of engineering, industrialization and production ramp-up of several aircraft programs, avoiding customer claims, making new programs profitable and securing follow-up orders
- // Interim MD of a holding company and three operational production companies (turnover 48 million, 415 employees), draw up turnaround plan, successful turnaround, business repositioning
- // Interim project manager and MD for production build-up in Russia for global leader in tipping papers for the cigarette industry (investment volume 24 million), turnaround of a stranded project, negotiation of sustainable investment conditions, construction and customer certification of new factory
- // COO durable consumer goods (turnover 350 million, 3200 employees) reorganization into divisional structure, supply chain re-engineering, working capital reduction
- // CEO manufacturer of packaging equipment (turnover 60 million, 380 employees), carve-out and post merger integration, market positioning of newly created one-stop-shop equipment supplier
- // COO manufacturer of laminate tubes (turnover 58 million, 200 employees), implementation of a new business model and construction of a factory in China. Merger with Mumbai listed competitor to form global market leader