

# MICHAEL PIELASCH

Master Business Administration & Engineering Sciences

Dürenackersweg 32 • D-22523 Hamburg

mobile: +49 (0)170/5703343 • e-mail: michael.pielasch@gmx.de • web: www.IMMP.eu

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## OBJECTIVE

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**Managing Director and CFO of a SME or VP Finance of a global business group with preference to Industrial Activities in the area of Automotive, Aviation, Manufacturing / Mechanical Engineering products, Medical Systems. Consumer Electronics**

## PROFILE

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- Entrepreneurial CFO with many years of experience in core finance management tasks for international Tier1/2 automotive suppliers and electronics businesses
- Initiator and driver of restructuring processes, strategy and business development processes; designer of process-oriented organizational structures ( incl. ERP implementations )
- Identification and realization of cost-reductions and cash flow improvements ( 2digit \$m )
- Profound knowhow about organizational set-up and processes within B2B businesses
- Industrial sectors: Automotive, Consumer Electronics, Medical, Semiconductors
- 40 - 80 employees in average ( 5 - 7 direct reports )
- Sound experience in the recruitment and the development & coaching of people skills

## MAIN ACHIEVEMENTS

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- **Major increase of the annual EBITDA**  
implementing a worldwide controlling IT tool in order to monitor pro-actively the project and product costs during the product creation process
- **Cash Flow improvements**  
identifying potential savings, implementing A/R factoring & claim management, solid investment approval processes and improvements in accounts receivables
- **Sustainable control of the company financials**  
driving pro-active reporting and controlling processes worldwide, initiation of major cost savings controlled quotation processes ( incl. service parts ) and headcount reductions
- **Re-design of Finance processes**  
implementation of ERP- and Business Work Flow Systems towards professional state-of-the-art requirements within Controlling, Accounting and Treasury
- **Development and implementation of a Compliance Management system**  
implementing Code of Conduct Guidelines and a web-based Compliance E-Learning Tool

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**PROFESSION**


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**Since 08/20**     **Interim Management Finance** ( [www.IMMP.eu](http://www.IMMP.eu) )

**01/20 – 07/20**     **Witte Automotive Group** ( [www.witte-automotive.de](http://www.witte-automotive.de) )

**Interim CFO** reporting to the Chairman of the Advisory Board

Witte Automotive GmbH – Global Headquarter, Velbert

Global development, production and sales of locking, handle and hinge systems for automotive applications, turnover € 650m, approx. 4.600 employees.

Scope: Finance, Controlling and Compliance Management in Europe ( 80 employees, 5 direct reports ).

**12/13 – 12/19**     **IHI Corp.** ( [www.ihijp.com](http://www.ihijp.com) )

**CFO (Senior Manager Finance / Controlling / IT ) and Group Compliance Officer**

IHI Charging Systems GmbH – Headquarter Europe, Heidelberg

Development, production and sales of turbo charging systems for automotive OEMs within Europe region, turnover € 500m, approx. 1.300 employees.

Scope: Finance, Controlling, IT and Compliance Management in Europe ( 40 employees, 6 direct reports ).

Tasks:

- Submission of consolidated financial reports ( IFRS / Local GAAP ) i.e. Actual Reporting & Analysis / Budget / Forecast / Strategy Planning Risk Management, Liquidity Planning and Cash Management
- Quotation and Contract Management
- Feasibility studies and Investment reviews
- Continuous improvement of controlling instruments / processes
- Treasury and Taxation
- Compliance Management

Achievements:

- Development, implementation and continuous improvement of Finance related organizational setup and processes ( fast close, efficient approval processes )
- Cash Flow improvement of approx. € 50m
- Implementation of a Compliance Management System in 3 locations within EU

**01/13 - 11/13**     **Independent Executive Interim Manager**

Finance / Controlling projects for automotive and durable consumer products

**05/11 – 12/12**     **Cooper Standard Automotive Inc.** ( [www.cooperstandard.com](http://www.cooperstandard.com) )

**Vice President Finance** reporting to the President Europe,

CSA Germany GmbH & Co. KG - Headquarter Europe, Mannheim

Development, production and sales of sealing and fluid systems for automotive OEMs within Europe region, turnover > € 1bl, approx. 8.000 employees.

Scope: Controlling, Finance / Accounting, Cost Management and Contract Management in Europe ( 42 employees, 7 direct reports ).

Tasks:

- Financial planning and analysis ( US GAAP, local GAAP ) incl. Strategy Planning

- Risk Management, Liquidity Planning and Cash Management
- Quotation and Contract Management
- Feasibility studies and Due Diligence projects for potential acquisitions
- Continuous improvement of controlling instruments / processes
- Managing Due Diligence projects and Post Merger Integration

Achievements:

- Acquisition of an automotive sealing manufacturer and integration of a Joint Venture into the European group
- Cash Flow improvement ( 2-digit \$m )

**07/08 – 04/11 Flextronics International Ltd. ( www.flextronics.com )**

**Vice President Finance** reporting to the President Automotive, Flextronics Automotive GmbH & Co. KG - Global Headquarter, Stuttgart  
Business Unit for electronic automotive components incl. development, production and sales worldwide, turnover > € 700m, approx. 7.000 employees

Scope: Controlling, Finance / Accounting, Cost Management and Contract Management worldwide ( 35 employees, 8 direct reports ).

Tasks:

- Financial planning and analysis ( US GAAP, local GAAP ) incl. Strategy Planning
- Cash Management
- Price Quotation and Investment analyses
- Implementation of a target costing
- Continuous improvement of controlling processes and of internal control standards ( SOX )

Achievements:

- Major increase of the EBITDA by the initiation and implementation of a worldwide IT based controlling tool ( pro-active monitoring of project / product costs )
- Driving several DD projects and managing the FP&A related Post Merger Integration of an international acting company within 6 months

**04/02 – 06/08 Philips Beteiligungs GmbH ( www.philips.com )**

**CFO / BU Controller** reporting to the Senior Vice President BU APM  
Philips Automotive Playback Modules GmbH, WW Headquarter Wetzlar  
Business unit for CD- / DVD- drives in automotive incl. development, production and sales worldwide, relevant turnover > € 250m, approx. 2.000 employees

Scope: Controlling, Finance / Accounting, Cost Management, IT, Contract- and Facility-Management worldwide ( 32 employees, 5 direct reports )

Tasks:

- Financial planning and analysis ( US GAAP / IFRS ) incl. Strategy Planning
- Cash Management, Quotation / Investment analyses
- Managing a construction building project within target (time and expense)
- Managing Due Diligence projects and Post Merger Integration

Achievements: Cost reductions of > € 10m and the successful disentanglement of a factory enabled the sale of the business unit ( BU APM ) to Lite-On IT

- 01/01 – 03/02**    **SMI GmbH, Itzehoe**  
Start-up project in Semiconductors Operations, Joint Venture of Philips, Fraunhofer Institute and Standard MEMS Inc. ( USA ), Budget > € 400m
- Managing Director and CFO ( Finance / Tax / HR )**
- Scope: Finance / Accounting, Controlling, HR, IT, Contract Management
- 05/93 – 12/00**    **Philips GmbH, Hamburg ( www.philips.com )**  
Product Divisions for electronic applications and consumer products, turnover > € 4bl, approx. 12.000 employees
- 07/97 - 12/00 **Audit Manager** ( Deputy Head ), Internal Audit Mid Europe
- 03/96 - 06/97 **Junior Business Unit Controller**
- 05/93 - 02/96 **Internal Auditor**

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**EDUCATION**

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- 1992**            **University Hamburg, Business Administration and Engineering Sciences**  
Above-average master degree in Business Administration and Engineering  
( Diplom-Wirtschaftsingenieur ), Grade: 2.0
- 1984**            **Military service**
- 1983**            **Secondary School: Albrecht-Thaer-Gymnasium**  
Completion of university entrance qualification, Grade: 2.5

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**MISCELLANEOUS**

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- Languages**    German: native  
English: business fluent  
French: good
- IT-Systems**    Microsoft applications: Excel, Powerpoint, Word, Access, Project  
ERP-Systems: SAP R/3, BAAN, MFGpro, Datev  
Reporting and Analysis: Hyperion, Jedox, Stravis, Longview  
Workflow-Systems: Jobrouter
- Personal data**    German, born July 19, 1963 in Katowice, unmarried, 1 daughter

Hamburg, September 2023