

Stefan Zeiss, Diplom-Wirtschaftsingenieur (FH)

Interim Manager and Consultant for industrial SMEs

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Available at short notice, DACH-wide, on a project basis

***Building bridges, changing perspectives and more.
Achieving sustainable goals consistently.***

EXPERTISE IN NUMBERS

Experience	33 years in sales, service and aftermarket, including 27 years in management, 20 years with direct disciplinary responsibility
Self-employment	8 years as an interim manager and consultant, since 06/2018
Industries	Mechanical and plant engineering, ICT, electrical engineering, intralogistics, optics
Revenue and leadership	Revenue responsibility EUR 12 to 36 million per mandate, single orders up to EUR 50 million; 15 direct reports, managing director of a GmbH

POSITIONING

In periods of upheaval I lead mid-sized industrial companies and bridge vacancies in management.

My focus is on sales, service and aftermarket, and on realigning business models.

I restructure, raise revenue and EBIT, and stay with the implementation until it takes effect.

Time and budget are usually tight, the expected outcome is not. That is why I work with AI support: extensive analyses turn into practicable recommendations within the given constraints, and implementation starts sooner.

ROLES OFFERED

- Managing Director (Geschäftsführer) and division management
- Chief Transformation Officer (CTrO), strategic redesign of business models
- Building sales and service business, structuring and leading it market- and service-oriented
- IDW S 6 restructuring opinions (German standard) and implementation; support for CROs
- ESG: CSRD and sustainability reporting

SELECTED ASSIGNMENTS

Potential analysis, family-owned HVAC and plumbing company · 2026

- Quantified value potential in three scenarios, relative company value up 27 to 106%; one business development proposal implemented, generating revenue since 06/2026.

Managing Director, Desautel GmbH, fire protection technology · 2022–2023

- Hired a new managing director and specialist staff within weeks, maintained delivery capability, and won the largest single order in the site's twelve-year history.

Head of Aftermarket Sales and Service EMEA, MicroPoise · 2011–2012

- Grew aftermarket revenue from EUR 3 million to EUR 12 million, with new machine business on hold; US private equity ownership.

Full profile and project list on request.