



MANAGEMENT SUMMARY - VERTRIEBSBERATER

Daniel Huber has many years of experience in technical sales and as a managing director. In his management positions, he has always managed sales directly and taken on key account management tasks himself.

Employers and clients attest to the interim manager's exceptional ability to develop strategies, create structures, and develop organizations. With entrepreneurial foresight and a keen sense of industry development, he has successfully adapted his clients' companies to the requirements of global markets.

The interim manager is an internationally experienced managing director who successfully realigns companies strategically and technologically. The experienced sales executive and engineer has broad expertise in the optimization and digitalization (e.g., CRM) of sales and after-sales service. As an experienced technology manager, he also offers his clients special skills in the areas of automation technology and Industry 4.0 (Industrial Internet of Things) and has a very high affinity for technology in other technical areas. He has in-depth experience with products that require explanation (e.g. forming presses or automation systems).

The double qualified engineer (electrical engineering, communications engineering) and graduate of the St. Gallen Business School offers his clients excellent leadership experience in the management of global companies. He has repeatedly built-up companies abroad and led them to success for large corporations such as ABB, GE and Schuler/Andritz as well as for medium-sized family businesses such as Viessmann and Prym: for example, in China, India, Singapore and the Czech Republic. He has successfully restructured companies in Germany, the USA, Sweden and Switzerland and designed them for sustainable growth.

From these assignments abroad, the interim manager has strong intercultural competence - a success factor that was often the deciding factor for his successful mandates.

His leadership style is based on trust. In many companies he was able to achieve cultural change through change management, a cooperative leadership style and a hands-on mentality, which led and continues to lead to sustainable results.

Daniel Huber has worked in the following industries: mechanical and plant engineering, automotive supply industry, energy industry, process automation, automation technology, telecommunications.

His native language is German, and he speaks fluent English.