

MGINCON is supporting you via Interim Management in the executive board, business unit or sales management, with Strategy/ M&A/ Sales Consulting and in Advisory Boards.



Interim Management

You have to compensate a sudden shortfall?

You want to manage a transition or bring in internally missing expertise?

You are looking for new ways and precise orientation or you want to release obstructions?

On the level of managing board, business unit and sales management we are offering tailor-made, flexible solutions.



Consulting

You want to redevelop or adopt your company strategy?

You are looking for new business models or markets and want to internationalise?

You plan to grow also with company acquisitions or want to drive innovations and use chances faster?

With large experience we are advising you on strategy, M&A and sales projects.



Advisory Board

You want to leave the same old rails and find new ones?

You want to gain extended views and a perspective beyond the edge of your valley?

You plan to set impulses with complementary maybe also interbranch experience, you are looking for an exchange of ideas, want independent feedback?

We assume advisory board mandates and are available for dialogues at eye level.



Interim • Consulting • Board

MGINCON is offering customised services.

Contact us!

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MGINCON has large experience available out of a wide range of projects in diverse companies, branches and international markets as well as with different products, kinds of customers and sales channels.

Core areas of the product and branch experience are i.a.:

Measurement technique • Hydraulic components and systems • Joining technique
Medium-sized companies • 50Mio.€/a up to over 300Mio.€/a • 400 to 5.000 employees

For customers in the segments i.a.:

Ag/ Construct. Machines • Automotive/Trucks • Machine(tool) building • Plant manuf./ operating

Sales experience includes:

- B2B direct sales via Area Sales Management, Key Account Management, Agents and own subsidiaries/ Joint Ventures
- Indirect multi-stage sales via distributors and planners/ contractors

Dr.-Ing. Martin Giersch, Founder and Owner of MGINCON



More than 20 years of international experience as manager and managing director in leading companies of the automotive and mechanical engineering supply industry.

As CEO of VOSS Fluid as from 2014 he accounts for the development and implementation of a growth strategy – expansion of the internationalisation, extension of the product range, set-up of a system business - and in consequence the acquisition of an Italian manufacturer of complementary products.

Prior to this from 2006 to 2013 in the managing board of WEBER-HYDRAULIK Dr. Giersch pushed the strategic company development and the international expansion - set-up and expansion of joint ventures in India and Brazil, acquisition and integration of several companies, set-up of a production plant in Poland, transformation from a component to a system supplier.

After joining WIKA in 1997 as area sales manager in technical sales, from 2001 to 2005 Dr. Giersch was globally setting up and extending the product line OEM Pressure Sensors there as divisional director.

The PhD aerospace engineer started his career as an officer and helicopter pilot, headed several teams and projects, was representative in international committees and developed a laser measuring system within the scope of a research project.

MG INCON Selection of executed projects in diverse companies according to company situation and setting of tasks at project kick-off:

Internationalisation > Set-up of own sites/ joint ventures

- Hydraulic components/ systems, 1.200emp./200Mio.€/a > Poland
- Joining technique, 400emp./105Mio.€/a > Eastern Europe, Scandinavia, China, Brasil
- Electrotechnical components/ systems, 700emp./90Mio.€/a > China
- Hydraulic components/ systems, 1.200emp./200Mio.€/a > India, China
- Hydraulic components/ systems, 1.200emp./200Mio.€/a > Brasil

Growth, Internationalisation, Product addition > M&A

- Hydraulic components/ systems, 1.200emp./200Mio.€/a > Additional products, USA
- Joining technique, 400emp./111Mio.€/a > complementary products, Italy, USA, Brasil
- Hydraulic components, 900emp./130Mio.€/a > 2 companies, complement. prod., Germany
- Hydraulic components/ systems, 1.200emp./200Mio.€/a > India, China

Strategy development

- Joining technique, 400emp./105Mio.€/a > Company growth strategy
- Hydraulic components/ systems, 2.000emp./300Mio.€/a > Int. market develop. strategy
- Measurement technique, 5.000emp./320Mio.€/a > Marketing Strategy, new product line
- Hydraulic components, 900emp./130Mio.€/a > Repositioning, internationalization

Business Development > introduction of new products, revenue gain

- Measurement technique, 5.000 emp./320Mio.€/a > New product line, OEM market, global
- Hydraulic components/ systems, 2.000emp./300Mio.€/a > New product line, Europe
- Joining technique, 400emp./105Mio.€/a > Two new product lines, system business, global
- Measurement technique, 4.500emp./220Mio.€/a > Area sales management, national
- Hydraulic components, 900emp./130Mio.€/a > Sales intensification, new market segments

Cost optimisation, rise in productivity

- Hydraulic components, 900emp./130Mio.€/a > Relocation, introduct. CIP, reorganization
- Joining technique, 400emp./105Mio.€/a > Relocation, cost management
- Joint venture Brasil, Hydraulic, 50emp./5Mio.€/a > Introduction CIP, know-how transfer
- Hydraulic components/ systems, 2.000emp./300Mio.€/a > USA, Brasil, Canada, Germany

Crises management

- Hydraulic components/ systems, 1.200emp./200Mio.€/a > Slump after "Lehmann crash"
- Joint venture Brazil, Hydraulic, 50emp./5Mio.€/a > Slump in revenues and profit

MG INCON INTERIM & CONSULTING

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