



 THE POWER OF LOGISTICS

AGENDA

CONSULTING4LOGISTICS

ABOUT ME

VISION

SERVICES

UNIQUE

PARTNER



Practical Logistics advice with clearly defined key topics

TARGET GROUP

Logistics Service Provider (3 PL) | Start Up's | Small and Medium Sized Enterprise (SME) | and more....

INDUSTRY FOCUS

eCommerce | Retail | FMCG | Fashion | Beauty | Industry | and more....

TOPIC FOCUS

Strategy | Change-Management | Business Development |
Merger & Akquisition | Interim- & Operational Management |
Success Optimization | and more....



25+ years of Management in Logistics at Schenker, Rhenus, ID Logistics

- Member of the Board Contract-Logistics
- Branch Manager
- Managing Director
- Head of Central Department
- Regional Director
- Member of Supervisory Boards
- Commercial Director (CCO)
- National Site Manager

Leadership

Strong Leadership | Team oriented | Communicative | Motivating
Challenging & Encouraging

Personal

Customer focused | Sales & success oriented | Goal-oriented
Thinking strategically – acting operationally

Profession

All Consumer-Sector | eCommerce | Industry | New Industrial (Energy)
Corporate Social Responsibility (CSR) | Real Estate



VISION | MISSION | VALUES

Vision

- Logistics is systemically relevant for society and relevant to the success of customers. That's why there has to be the best logistics.
- Modern logistics is robust but flexible, can successfully adapt to changes, is future-oriented and provides sufficient space for constant technological advances and innovations. It is as sustainable as possible and continually works on improvements.
- These logistics, together with social responsibility for qualified jobs and motivated employees, are the basis for success and my vision of logistics.

Mission

- I give advice fairly, pragmatically and at eye level. My communication is open, direct and honest. My philosophy is hands-on and implementing.
- I particularly keep an eye on the modern, the changes in the markets, the permanent innovations, the increasingly important sustainability and social responsibility.

Values

- As an entrepreneur, I identify highly with the goals of my customers.
- My skills, experience, motivation and values help to achieve the goals in the shortest possible time and make the customers' logistics more successful.

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Strategic Alignment

- Development of strategy and strategic cornerstones
- Factors relevant to success
- Dealing with established and new markets
- Portfolio management
- Development of business plans
- Putting the strategy into practice
- Dealing with/overcoming of market-entry-barriers
- Change-Management
- Determination of international target markets
- Establishment and development of companies
- Recruiting and onboarding of management
- International business development
- Control of companies

Development of business area strategies

- Analysis and definition of potential target markets
- Definition of services and offers
- Determination of business area strategy
- Development of business plan
- Definition of marketing concept
- Organization of market penetration
- Clarification of the personnel and financial requirements
- Determination of recruiting strategy and budget

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Business Development | Sales

- Definition of structured sales
- CMR-System
- Organization of customer contact
- Development of Key-Account-Management
- Organization of cross selling (country organizations, products, vertical markets etc.)
- Establishing collaborations
- Establishing Partner-Management
- Pipeline management organization
- Increasing competitiveness
- Increasing hit rate
- “Last mile” (Pitch) strategies
- Development of Real-Estate-Management
- Generating profitable growth

Business Development of large projects

- Potential sales volume, number of employees, area, etc. in a relevant scale
- Building and leading an overarching project team
- Customer-Management
- Offer-Management
- Negotiation
- Internal-Stakeholder-Management
- Reporting

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Organization and implementation of M&A project

- Definition of the M&A strategy and goals
- Identification of potential targets
- Presentation and voting
- Approach and interest assessment
- Clarification of procedures and modalities
- Carrying out Due Diligence
- Development of contracts
- Organization of the merger
- Communication & PR strategy
- Development of the integration strategy
- Support and implementation of integration
- Optimizing success

Implementation & Ramp-Up

- Structured project organization
- Control project plan “in time & in quality”
- Technical procurement/installation
- IT-Interfaces and implementation
- Recruiting employees, specialists, managers
- Organization of training and onboarding
- Security concepts
- Organization "Move"
- KPI-Management (peak management)
- Continuous-Improvement-Process (CIP)
- Achievement of target profitability
- Documentation & Business Contingency Plan (BCP)
- Hyper-Care-Management

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Operational Site Management

- Trouble Shooting
- Shop-Floor-Management
- Establishment of the leadership and management culture
- Quantitative / qualitative optimization
- KPI-Management
- Customer-Management
- P+L-Management
- Optimization of results
- Establishment of Continuous-Improvement-Process (CIP) culture

Real-Estate-Projects

- Determination of Real-Estate-Strategy
- Building a real estate organization
- Management of potential partners (brokers, developers, landlords, investors, cities and municipalities, etc.)
- Initiation and support of real estate projects

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Interim-Management

- Temporary takeover of vacant company functions
- High identification with company and goals
- Structuring and optimization of the functional area
- Description of responsibilities and tasks
- Describing of Processes / SOP's
- Recruitment of successors
- Onboarding and training
- Coaching
- HyperCare

Optimization of success

- Quick-Check's
- Analysis of - as is - and of critical success factors
- Showing causes
- Identification of optimization potential and measures to increase it
- Development of action list
- Implementation and monitoring of measures
- Sustainable anchoring of optimizations in the processes

UNIQUE

EXPERIENCED | from strategic orientation to operational management to turn-around

CURRENT | from innovations to sustainability and social responsibility to collaboration with Generation Z

METHODICAL | from objectives to action plans to communication strategies

IDENTIFIED | from entrepreneur to entrepreneur

SUCCESSFUL | „Failure is not an option!“

Nasa Flight Director Gene Kranz at Apollo 13



PARTNER

The partnership with “Die Logistiker” stands for the highest level of expertise throughout the entire logistics life cycle.

KURZBUCH consulting4logistics und „Die Logistiker“ are 20+ experts and their organizations that provide a comprehensive service relating to strategy, business development, transport and network planning, intralogistics, interim and operational management and, in particular, training and coaching, at home and abroad. For customers, this means one (1) interface to modern and high-performance logistics.

[DIE LOGISTIKMACHER](#)



KONTAKT

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THANK YOU

 **KURZBUCH** consulting4logistics