

Dr.- Ing. Jörg Pohé

Interim Manager for the International Medium-sized Market

Education:

- Dr.-Ing. (mechanical engineering)

Industry focus:

- Mechanical engineering
- Process industry
- Printing industry

Core competencies:

- Turnaround management in medium-sized production companies in the process industry and mechanical engineering, especially in international groups
- A crisis-proven CEO with in-depth practical experience and skills in sales, development, production and HR.
- Many years of expertise in capital-intensive, technology-driven B2B business processes



Operational and strategic experience:

- Over 20 years fully responsible management of companies and groups
- Management of internationally very successful medium-sized companies
- Turnaround, restructuring, reorganization of medium-sized production companies
- Company sizes: 100 up to 1,500 employees, turnover €30 million up to € 300 million
- World market leader with numerous international subsidiaries

Companies:

- 16 months as Interim CEO of a medium-sized rubber factory
- 8 years as Member of the Board of a medium-sized special mechanical engineering group
- 8 years as CEO of the global market leader for gravure printing systems
- 2 years as CEO of a company in the chemical process engineering
- 5 years as CEO of a large print company belonging to a group
- 5 years as COO of a corporate group in décor printing industry

Selection of implemented projects:

- Business transfers with reorganization and restructuring; manufacturing company of the process industry
- Outsourcing of sub-operations as part of a restructuring; production plant with 1,500 employees
- Reducing of staff and implementation of a social plan; turnaround of medium-sized production plant
- Significant change processes in the course of a merger; printing plant
- International start-ups of sales and production sites; mechanical engineering group
- Post-merger integration in mechanical engineering group; world market leader
- Location expansions and capacity increasing, fast operational growth ; supplier to the wood materials industry

Social skills:

- Integration competence in the merger of companies and bringing together employees of different nationalities and cultural areas
- Organizational competence in line responsibility and the management of complex projects
- Straightforwardness and integrity in dealing with all stakeholders
- Communication and presentation strength in German and English