

INDIA RELATED ASSIGNMENTS AND ACHIEVEMENTS

Head of the Swiss Business Hub India, Mumbai, the official Trade and Investment Agency of the Swiss Government in India (integrated in the Consulate General of Switzerland in Mumbai and the Embassy of Switzerland in New Delhi) and an antenna of Switzerland Global Enterprise (S-GE) in Zurich (from August 2013 to July 2018)

Developing "genuine" relationships with varying stakeholders and understanding their unique requirements is essential and has been demonstrated across roles spanning over a decade

Export Promotion

- Support and consultancy experience by advising Swiss companies in their expansion projects to India across sectors; advised approx. 100 companies per year; includes market analysis, partner searches, market entry strategies, fact finding missions, legal and tax advice and company incorporations.
- Supporting established Swiss companies in India in the interfaces to governmental bodies together with the economic section of the Swiss Embassy, primarily related to taxes, duties and land acquisitions and other company specific challenges.
- Substantial contribution to the bilateral trade relations between Switzerland and India:
 - Board Member of the Swiss Indian Chamber of Commerce (SICC) 1999 to 2013
 - Vice Chairman for four years and first (founder) President SICC India for two years
 - Speaker for Swiss governmental missions and delegations to India with high level CEO and chair-people participation including Swiss Presidential visit in 2017

Investment Promotion

- The Swiss Business Hub India and its head advises Indian companies in their strategic expansion projects to Switzerland in co-operation with regional and cantonal economic development offices;
- Organization of two yearly investment promotion roadshows with the achievement of approx. 50+ management meetings per year.
- Sharing presentations of Switzerland as an investment destination at CEO roundtables, awareness events or topic specific events;

Business Group Head "BG India" and Chairman & Managing Director of Rieter India Pvt. Ltd. Member of the Rieter Division Textile Systems Executive Committee (from July 2006 to end of July 2013):

Establishing "Business Group India" for the global spinning machine supplier Rieter Group, Winterthur, Switzerland:

- by elaborating a business plan for the establishment of a textile machine production (ring frames, draw frames, blow room machines)
- by achieving the Government of India manufacturing license in Feb 2007 after a seven years blockage due to at that time "press note 18 and 1".
- by establishing an investment plan for two production facilities with a total investment amount of approx. 80 Mio CHF.
- by targeting an increase of market share from < 5 % to > 20% out of the local production.
- by merging Suessen Asia Ltd. Pune into Rieter India Pvt. Ltd. while Suessen Asia was in a "sick status" following the BIFR route (following the rules of the Indian Chapter 11)
- by acquiring 25 acres of industrial land in the vicinity of Pune - Koregaon Bhima -, plus acquiring 5 acres of land from villagers' families.
- by successfully handling severe union threats - strikes and riots - negotiations with the labor ministry, members of Indian parliament and Deputy Chief Minister of Maharashtra to achieve VRS.
- by building up staff and work forces from 135 employees at Rieter India Pvt. Ltd. sales and service organization in 2006 up to 1400 employees in 2013 relating to all key functions in a manufacturing unit. Establishing a sustainable and successfully operating management team.
- by increasing the corporate output from approx. CHF < 20 Mio in 2008 to > CHF 80 to 100 Mio in 2011/12 out of the local manufacturing unit (2017 - the sales was approx. CHF 200 Mio).
- by constantly inter-bridging cultural gaps in the establishment of management processes between the European Rieter units and Indian unit; introduction IMS (integrated management system) with the target to achieve ISO certification of Rieter India Pvt. Ltd., Pune.

ASSIGNMENTS AND ACHIEVEMENTS IN GLOBAL RESPONSIBILITIES

Successful global professional with a growth mind-set and proven experience of delivering complex projects across diverse geographies.

Business Group Head Rieter Textile Systems International RTSI (Member of the Rieter Division Textile Systems Executive Committee since 11/2004 reporting to CEO Division Textile Systems, from 11/2004 to 12/2007, overlapping with the India assignment):

- Experience in managing eight Rieter Sales and Service Platforms in seven countries: USA (2), China, India, Brazil, Turkey, Taiwan and Italy with 380+ employees, sales of CHF 83 to CHF 101 Mio in 2010 and 2011, EBIT margin of 22% and 24 % of CO.
- Merging and restructuring two US platforms into one unit located in South Carolina with sales, spare parts sales and service as well as third party business, like electronic service in various sectors from 100+ employees to 75
- Expansion of the scope of the business group RTSI to expand electronic service for the entire division textile systems and by including third-party business like the introduction of sizing as third-party business model
- Member of the Rieter Division Textile Systems strategy core team with the following core tasks:
 - Board Member of the Swiss Indian Chamber of Commerce (SICC) 1999 to 2013
 - Vice Chairman for four years and first (founder) President SICC India for two years
 - Speaker for Swiss governmental missions and delegations to India with high level CEO and chair-people participation including Swiss Presidential visit in 2017

Head Trade Finance and Commercial Services, Division Textile Systems, Vice President, reporting to CEO Division Textile Systems for Risk Management and to Head Sales Business Group Spun Yarn Systems for Commercial Services (from 03/1998 to 10/2004)

Cross-functional responsibility across divisions for trade-finance and contract-related risk management during the acquisition and order fulfilment process with extensive traveling to various sales regions;

- Managing commercial services teams over eight manufacturing locations in CH (2), DE (3), F (2), CZ, with total approx. 40 employees; the portfolio encompassed a total sales volume of Division Textile Systems of CHF 1,2 billion to 1,5 billion
- Driving and supervising the divisional contract risk management including approval of respective customer projects with financial, commercial and/or contractual risks
- Member of the Rieter Group Risk Council, reviewing risk reports and member of the divisional change project "Apollo 11".
- Re-defining the approval process and the divisional code of competence
- Initiating and leadership of the "Trade Finance Innovation" project and its implementation by defining a revised "Contract Risk Management" system, innovative customer related financing schemes and starting new "Trade Finance - Bank Rating System"