



RAINER KRAUSE

**Consultant
Interim manager,
Certified business coach**



Born 1955



Key areas of activities (national, international)

- sales development and optimization
- manufacturing setup and operations optimization
- general management, restructurations
- strategy development

Combined competence: technical know-how *and* business acumen

Professional languages: German & English (also: French, Italian). Trained as chemist (M.Sc.). Two decades of operational responsibility in leading positions as senior sales manager, site manager and managing director (medium sized & international companies) with tasks in Europe and Asia. Including ten years of direct responsibility in manufacturing.

Interim manager and business consultant since 2002.

Specialized on situations where both commercial and technical aspects have to be considered and aligned. May it be in operational responsibility or in a project team.

What I believe:

Real customer orientation, a culture of willingness to change and strict orientation towards profitability will achieve lasting business success.

My motto:

"The real secret of success is enthusiasm."

[Walter Percy Chrysler]



TRAINING AND QUALIFICATIONS

1974 – 1982	University of Hamburg: Studies in chemistry University degree: Dipl.-Chemiker (M.Sc.)
1979 – 1980	University of Bath, United Kingdom Scholarship from the DAAD (master thesis in chemistry)
2010 - 2011	Business Coach training programme (V.I.E.L Coaching + Training, Hamburg) Certified by V.I.E.L Coaching + Training and dvct.
2011 - 2012	NLP practitioner training programme (V.I.E.L Coaching + Training, Hamburg) Certified by DVNLP.

PROFESSIONAL CAREER

04/1983 – 06/1985	Deutsche ICI GmbH, Frankfurt 300 members of staff Trainee
07/1985 – 08/1992	Degussa AG, Frankfurt 30.000 members of staff
07/1985 – 12/1988	Technical sales manager catalysts Europe & Far East (4 members of staff) <ul style="list-style-type: none">• sales of chemical catalysts to the chemical and pharmaceutical industry• development of new sales accounts in Far East (Japan, Taiwan, Korea)
01/1989 – 08/1992	Plant manager chemical catalyst production (27 members of staff) <ul style="list-style-type: none">• member of the task force for two new plants/enlargements projects• reorganization and enlargement of the plant's workforce• international sourcing of raw materials• start up of the new chemical catalyst plant in Japan



09/1992 – 06/1999 VAW Flußspat-Chemie GmbH, Stulln (near Regensburg) (300 EE)

Sales Manager Chemicals

after change of ownership and change of company name:

Site manager and Business Unit Manager at RAG Additive GmbH, Stulln

Wettable sulphur for the agricultural and the rubber industry
(20 members of staff, sales volume 3 m €)

- intensified sales activities and key account relations
- set up of new sales channels in international markets
- development and market launch of new products
- implementation of a new quality management system (ISO 9001)
- reorganization of production processes and reduction of energy consumption
- initiation and management of several investment projects
- cost reduction in raw materials purchasing; renegotiation of supply contracts
- partial reorganisation of the workforce

07/1999 – 06/2000 Chemikalien Scheins GmbH, Aachen

distributor of chemicals, family owned, ~ 15 m € sales, 30 members of staff

Managing director

- broadening/rearrangement of product portfolio and services
- personal contact to key accounts - intensified export activities
- improvement of internal processes
- improvement of gross margins
- introduction of annual budgeting process

09/2000 – 12/2001 LOFO High Tech Film GmbH, Weil am Rhein

LONZA corporate group, 100 members of staff, 35 m € sales

Business Unit Manager "Lamination Films (OPP)"

(24 members of staff)

- responsible for sales, purchasing and logistics on international scale
- optimisation of internal processes
- intensified sales and marketing activities
- securing of raw film sources worldwide

SINCE 2002

**INDEPENDENT INTERIM MANAGER AND
BUSINESS CONSULTANT**

Rainer Krause
Unternehmensberatung & Interimsmanagement

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PROJECTS (SAMPLES)

Young company (surface technology – coatings)

- renewed focus in marketing
- set-up of a small manufacturing unit

Company engaged in microreactor technology

- preparations for the commissioning and implementation of a new ERP-software

Contract manufacturer of pharmaceutical active ingredients

- managing director during company setup phase
- search for co-investors
- acquisition of funds

German Business Consultancy

team member in a team of consultants (operations expert)
for an international company (> 3.000 members of staff)

- various site evaluations in the U.S. and Germany
- reduction of working capital
- value stream analysis
- introduction of regular OEE evaluations
- introduction of first level maintenance
- S & OP process optimization
- global site consolidation
- product portfolio assessment / improvement
- improvement of operations productivity and reduction of COGS (e.g. equipment modernisation, automation, rationalization)



**German manufacturer of performance materials
(approx. 1 billion € turnover - international business)**

(several consecutive interim assignments)

- member of a project team for the development of a new business strategy
- global sales manager (temporarily)
- renegotiation of a strategic supply and toll conversion relationship
- member of the project team "Product Portfolio Analysis"
- development of market intelligence data pools
- leading an interdisciplinary staffed project team for operational optimization