

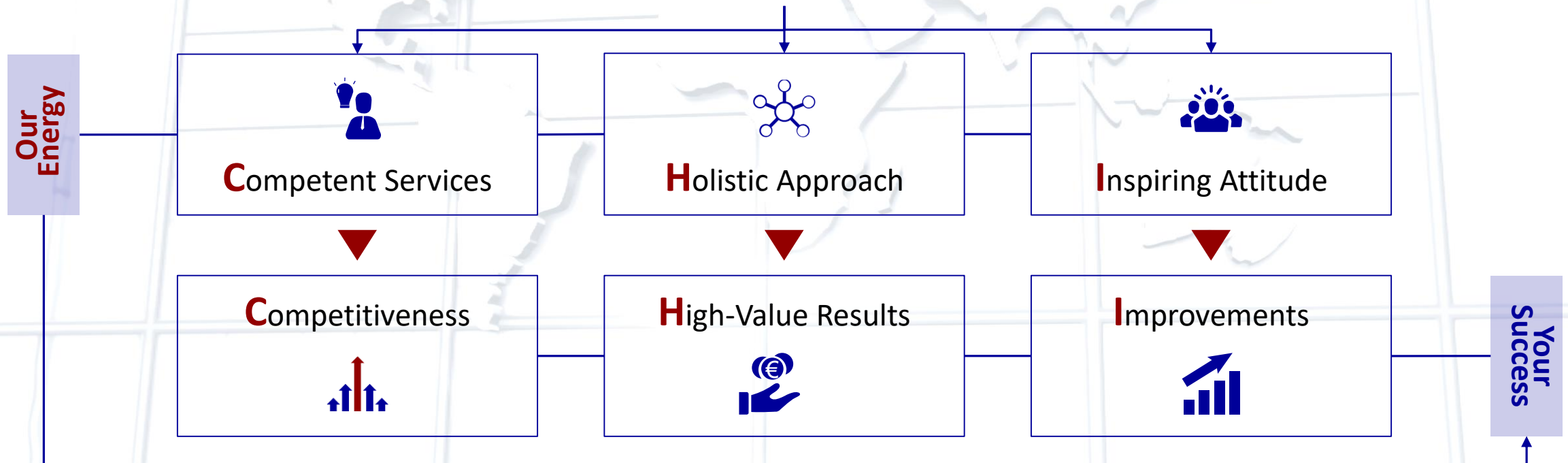


Dr. Ingo A. Zborschil
Managing Director

Brief Company Presentation



Our Energy for your Success



1 Company

2 Philosophy

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1 Company | Dr. Ingo A. Zborschil, Managing Director

CHI is an owner-operated Consulting Company



Motto

Each day is a new beginning ...

another chance to learn more about ourselves, to care more about others, to laugh more than we did, to accomplish more than we thought we could, to be more than we thought we could, to be more than we were before ...



Personal Information

Year 1961
Status married
Kids 2



Academic Education

1988 Dipl.-Kaufmann
1989 MBA
1994 Dr. rer. pol.



Contact

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Professional Experience

- > 25 years of experience in global management and leadership roles in B2B Marketing as well as Sales and Marketing Consulting (incl. management of complex global projects or global PMO function set up and execution)
- > 20 years of experience as management trainer in several competence areas in companies from different industries and participants from more than 60 countries
- > 15 years of experience as visiting professor in Executive MBA programs, i.e. UAMS Antwerp, IBS Moscow, RSM Rotterdam and SKOLKOVO Moscow

2 Philosophy

Our Philosophy is to serve you in the best possible Way to achieve your Goals



CHI offers you an **integrated** consulting approach - solid analysis, professional design (goals, plans and processes) as well as **pragmatic** implementation support



CHI operates with clearly defined **modules** that are **tailored** to your needs - their scope and contents are agreed on in advance



CHI works in a **collaborative** way - we create solutions together with you and provide a knowledge transfer via trainings, workshops and coaching



CHI thinks **goal- and outcome-oriented** - based on sound information of your company structures, business processes and markets we support you to achieve your goals



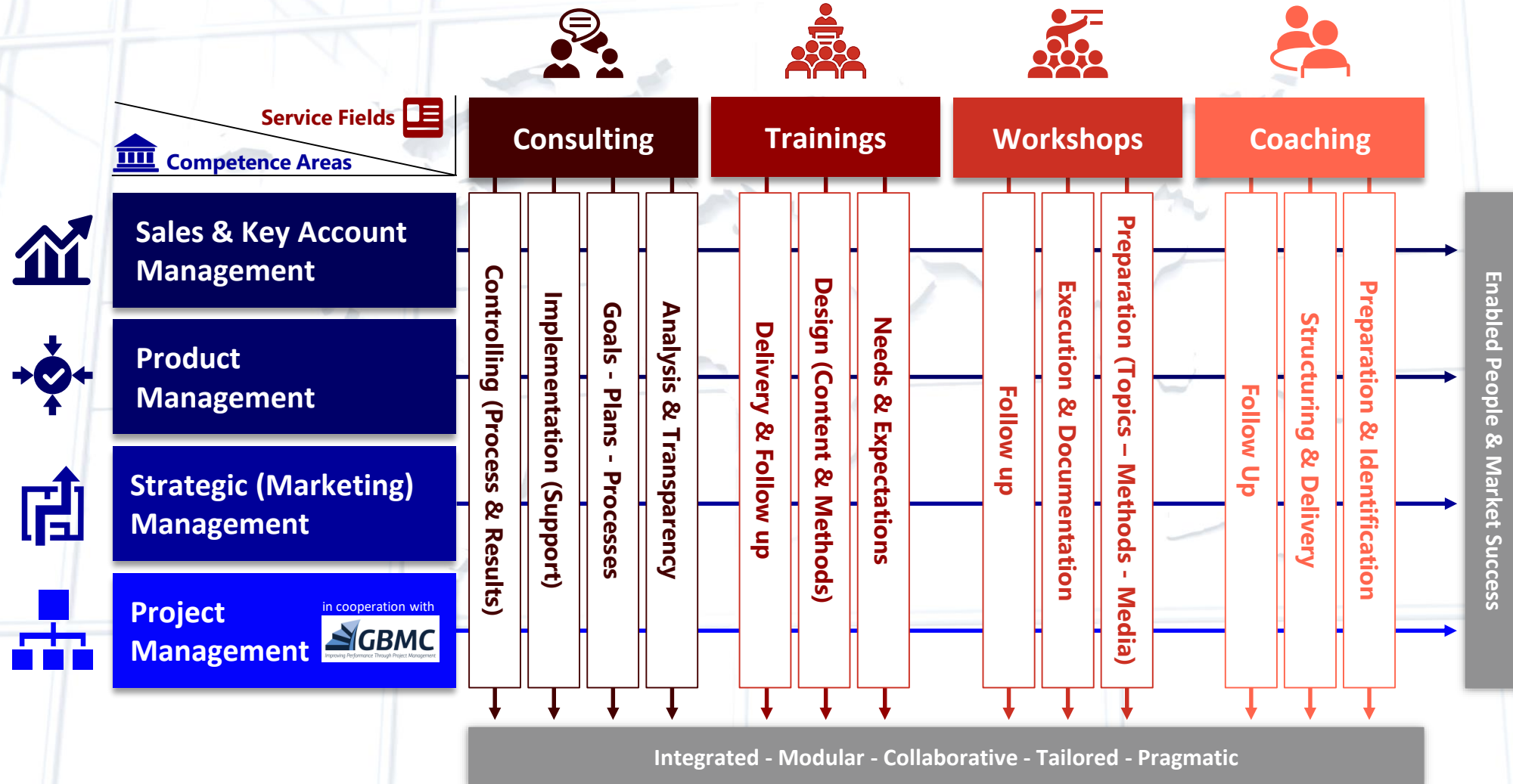
CHI increases your **performance** - we help you to become more customer-centric and be successful with your customers in the marketplace



CHI believes that market success is only possible with **enabled people** - we create the “right” mindset and practice the application of relevant methods and tools with your people

3 Service Portfolio - Overview

We offer you comprehensive Services in four distinctive Competence Areas



4 References - Services

Broad Set of References in all Competence Areas across the four Service Fields

	 Consulting	 Trainings	 Workshops	 Coaching
	Global introduction of KAM approach in a healthcare company	Global Key Account Management program for multinational B2B electronics company	Global Key Account Management workshops for multinational B2B electronics company	Coaching of a business unit head to improve the efficiency of the global sales team
	European go-to-market strategy for a technical product	Product Management program in lighting industry on three continents	Product Management workshops for a high-tech company	Coaching of a product manager for next career step in portfolio management
	Market strategy development for an electronics company	In-house Strategic Marketing Management programs in various countries	Strategy development workshops for a company in the food and beverage market	Coaching of a manager in the set up of a business development function
	Development of a Project Management approach and guideline for service business	PMI-accredited Project Management corporate trainings in companies across various industries	Project planning and review workshops for various B2B companies	Coaching the PMO set up of a multinational chemical company

in cooperation with



4 References - Customers

Services across Industries in >30 Countries for People from >60 Nationalities

SIEMENS

VDO



MOMENTIVE™



Never stop thinking



VDE Testing and Certification



5 Contact

Contact us if you have Questions or need further Information

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