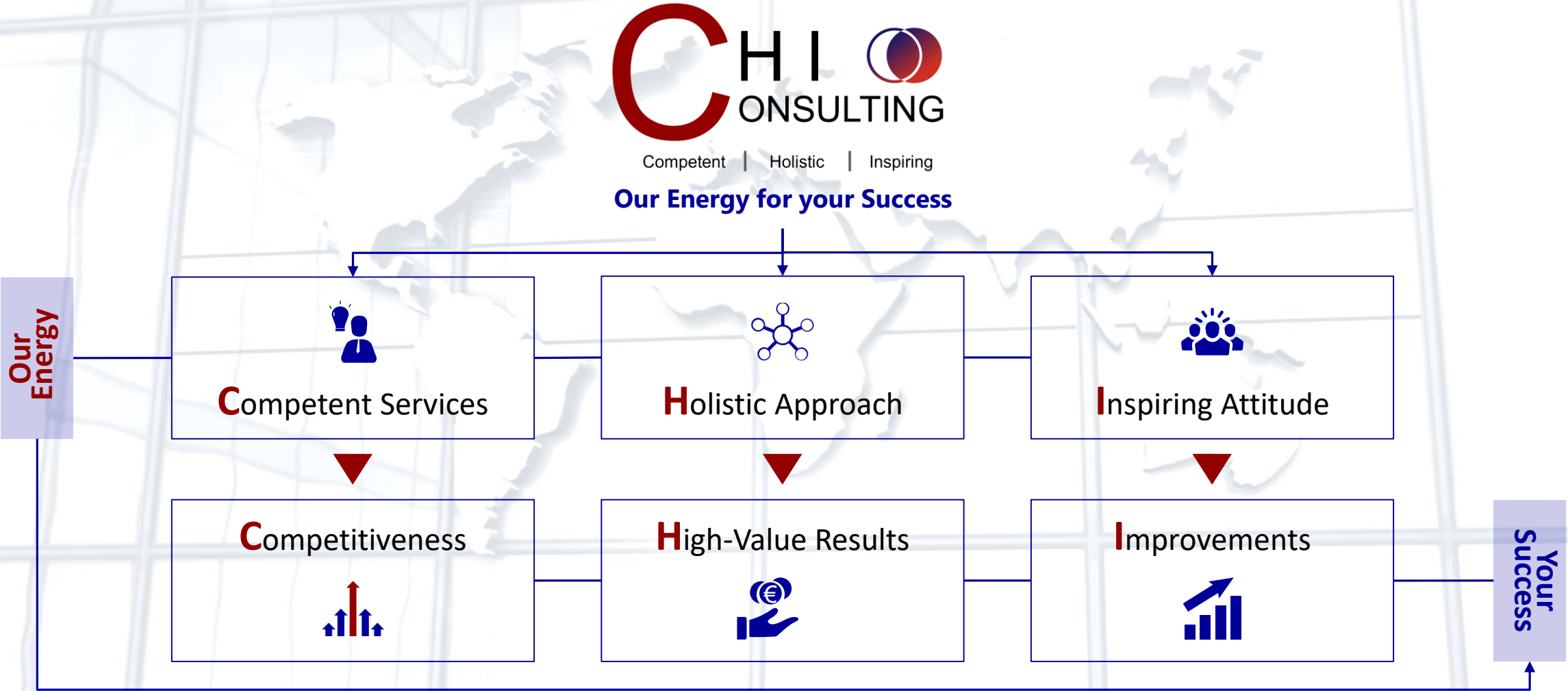


Dr. Ingo A. Zborschil
Managing Director

Profile and References



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.



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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

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



References - Customers

Services across Industries in >30 Countries to enable People from >60 Nationalities

SIEMENS

VDO

**Boehringer
Ingelheim**

CSM

KPMG

SYLVANIA

**Leica
Geosystems**

SERVIER

Melexis
INSPIRED ENGINEERING

ucb

MOMENTIVE™

infineon
Never stop thinking

**SIEMENS
Healthineers**

EPCOS

PPG

RheinEnergie

VDE Testing and Certification

YAHOO!

BUNGE
Loders Croklaan

GOODYEAR

QAD

RSM
ERASMUS
UNIVERSITY

Hellenic
Coca-Cola
Passion for Excellence

Microsoft

HEXAGON
METROLOGY

FUJITSU THE POSSIBILITIES ARE INFINITE

vectronix

OSRAM

JohnsonDiversey
Clean is just the beginning

HEXION™
Responsible Chemistry

**South African
Post Office**

Contact

Contact us if you have Questions or need further Information

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