

Oliver Zeroni



Background

- Managing Director of several European branches of an international family-owned group in the premium household goods sector
- Commercial Director of the EMEA Board
- Management positions in sales/marketing
- EMEA-wide project management
- Direct Management of national subsidiaries in Germany, Austria, Switzerland, the Czech Republic and Poland
- Strategic country responsibility for France, Italy, Benelux, Spain and Portugal.

Executive Search

- Search and selection of highly qualified executives and specialists in all functional areas of your company in the following sectors:
- Home, household, furnishings, garden, hygiene, cosmetics, cleaning, premium and luxury goods, FMCG non-food
- Search and recruitment of national and international executives with a high degree of specialisation in the areas of management, executive board, sales, key account management, business development, marketing, product management, purchasing, HR, finance & controlling, organisation
- Succession planning, strategic support in ensuring management continuity within the company
- Outplacement, new placement

Management Consulting (Business Consulting)

- Securing the future through diversification of sales, strengthening direct sales
- Building and optimizing sales organizations – increasing effectiveness, strategic alignment,
- Internationalisation
- Brand building, premium strategies, target group definition, correct target group approach, more successful communication with the target group(s)
- Analysis and optimisation of internal processes – in particular sales, marketing, finance, HR
- Strategic and operational corporate planning