

senior**management**worldwide

leading global provider of interim executives

“ONE CONTACT –
WORLDWIDE SOLUTIONS”



Senior Management Worldwide is a unique group of likeminded specialist interim executive resourcing firms, aligned to the urgent needs of organisations of all sizes and across all sectors all over the world.

www.smw-interim.com president@smw-interim.com

senior**management**worldwide

Founded in 2004

SMW is the largest international group of independent Interim Executive providers. Senior Management Worldwide (SMW) is the longest running and most successful alliance of interim management providers with 18 partners in 20 countries across Europe, Asia-Pacific and Americas. With associated member firms we deliver solutions in over 50 countries.

Across the globe, member firms of SMW help clients to solve problems, realize opportunities, improve results, fill key expertise or resource gaps, develop talents and assist with other critical initiatives. Together we have developed an effective organization of specialists in introducing rapid solutions for performance improvement to our clients worldwide.

*Senior Management Worldwide
Amersfoortsestraat 78, C 3769 AL Soesterberg The Netherlands
Chamber of Commerce No. 58351442*



Senior Management Worldwide is a unique group of likeminded specialist interim executive resourcing firms, aligned to the urgent needs of organisations of all sizes and across all sectors all over the world.

www.smw-interim.com president@smw-interim.com

senior**management**worldwide

The SMW Mission

- To rapidly provide interim and independent executives to organisations in demanding situations.
- To be supportive in assignments to ensure return on investments and superior customer satisfaction.



Senior Management Worldwide is a unique group of likeminded specialist interim executive resourcing firms, aligned to the urgent needs of organisations of all sizes and across all sectors all over the world.

www.smw-interim.com president@smw-interim.com

senior**management**worldwide

The SMW Vision

- To be the global reference point in helping organisations solve critical management issues.
- Always with the highest ethical standards, respect, acute understanding of commercial issues and the ability to shape and influence business outcomes.



Senior Management Worldwide is a unique group of likeminded specialist interim executive resourcing firms, aligned to the urgent needs of organisations of all sizes and across all sectors all over the world.

www.smw-interim.com president@smw-interim.com

senior**management**worldwide

Some SMW facts & figures...

- **Our partnership** in SMW offers the strongest and deepest network of top flight interim executives, available anywhere in the world. Vetted and validated – All candidates introduced have been referenced and their credentials verified.
- **We are experts** in international collaboration. Over the past decade SMW partners have received over 8000 assignments across the world.
- **We work with a ‘key account’ and best team approach** with clients who have international operations. We advise multinationals, publicly listed, large & small private companies, wealth funds and private equity firms.
- **We cover all sectors.** Most of our work is at or near board level – sourcing individuals and/or high-level project teams.

Senior Management Worldwide is a unique group of likeminded specialist interim executive resourcing firms, aligned to the urgent needs of organisations of all sizes and across all sectors all over the world.

www.smw-interim.com president@smw-interim.com

senior**management**worldwide

More and more people are starting to understand the benefits of interim management.

Not your average Executive...

- High level of leadership
- Hit the ground running
- Objectivity/outside the box perspective
- Flexibility
- Strong management style
- Innovative
- Delivery and outcome focused
- Overqualified



Senior Management Worldwide is a unique group of likeminded specialist interim executive resourcing firms, aligned to the urgent needs of organisations of all sizes and across all sectors all over the world.

www.smw-interim.com president@smw-interim.com

senior**management**worldwide

Cross Border Case Studies

Interim CEO

Turnaround: sales, quality & financial performance improvement. PE owned business & professional services. Netherlands 600 fte Interim to permanent after 6 months

Interim Director

Control & Production Systems R&D Electronics East Jutland – Denmark 170+ fte 6-8 months

Interim CFO

Financial reorganisation of subsidiary Food-processing industry Middle East (€2.5 billion French Group) € 300m 7 months

Interim Director – R&D Project

Manage change from function to project driven business Belgium HQ Global Biopharma 11,000 fte £ 20m 6 months

Interim General Manager – China

Total responsibility for country operations Manufacturing & Logistics Shanghai 650+ fte 12 months

Interim General Manager

Production optimisation & business development Food-processing industry Ukraine (€2.5 billion French Group) € 60m Current for about 12 months

Interim Supply Chain Manager

Development of client specific logistics solutions Building materials, DIY - Dusseldorf – German subsidiary of Danish group 18 months

Plant Manager

Urgent replacement until permanent executive found. Cosmetics plastic packaging France (€80m group, PE owned) € 20m turnover 4 months

Interim Site Manager

German Engineering & Special Purpose Manufacturing Germany/ Sweden based T/o c. € 50m 18 months

Senior Management Worldwide is a unique group of likeminded specialist interim executive resourcing firms, aligned to the urgent needs of organisations of all sizes and across all sectors all over the world.

www.smw-interim.com president@smw-interim.com

senior**management**worldwide

Cross Border Case Studies

Interim CFO

Urgent management replacement & systems upgrade. German owned Automotive Manufacturer Brazilian subsidiary. T/o c. \$ 50m 6 months

Interim CEO

Polish €30m subsidiary of €500m+ Italian global plastics group. Project to restructure & develop the business, either to carve it out or strengthen it to operate more autonomously with the group. 12 months ongoing

Interim CEO

Dynamic organisational change & turnaround, projects risk analysis. European Real Estate Developer Netherlands T/o c. € 1.5 bn

Interim project director

Set up global sourcing strategy 'from procurement to supply chain' International engineering group Sweden – NASDAQ listed. 20 months project; became permanent

Interim CEO

Operational restructuring, downsizing & cost reduction Global technology company, listed on Swiss SE (SIX) Switzerland, CHF 300m t/o

Interim Operations Director

Change management project to shift from components to systems supply. € 45m PE owned specialist engineering products business. Italy - 9 months + 3 months coaching permanent executive

Interim CFO

Acquisition due diligence, restructuring, improving financial performance. International (ICT) Data Centre Netherlands T/o € 30m 12 months

Interim MD

Maternity cover & MPS implementation. Increased production output, product quality & time delivery. Family owned mechanical manufacturing co Malmo, Sweden 200+ fte

Interim CEO

Turnaround of small division of €2bn Italian paper machinery group – diversification opportunity: “grow it or close it.” N. Italy. Successful outcome after 12 months - project ongoing

Senior Management Worldwide is a unique group of likeminded specialist interim executive resourcing firms, aligned to the urgent needs of organisations of all sizes and across all sectors all over the world.

www.smw-interim.com president@smw-interim.com

senior**management**worldwide

The SMW Team Leaders Europe

Austria

Walter Pfaller CEO
P+P Interim Management
T: +43 664 25 31 229
E: pfaller@ppim.at
www.pp-interimmanagement.at

Belgium

Patrick Lhoest Managing Partner
Arrowstone
T: +32 (0) 475 44 22 57
E: patrick.lhoest@arrowstone.be
www.arrowstone.be

Denmark

Torben Hvasshøj CEO
Nextt Management
T: +45 5130 2530
E: thp@nextt.dk
www.nextt.dk

France

Grégoire Cabri-Wiltzer CEO
NIM Interim Management
T: +33 6 7190 8908
E: gcabriwiltzer@nimeurope.com
www.nimeurope.com

Germany

Bodo Blanke CEO
AC ALPHAMANAGEMENT GMBH
T: +49 (0) 611 9 77 74-315
E: blanke@alphamanagement.eu
www.alphamanagement.eu

Hungary

Dr. Tamas Tóth Managing Partner
Interim Management Resourcing
T: +36 30 954 3064
E: t.toth@im-r.eu
www.im-resourcing.eu

Italy

Maurizio Quarta Managing Partner
Temporary Management & Capital
Advisors
T: +39 348 584 5778
E: mq@tmcadvisors.com
www.tmcadvisors.com

Netherlands

Gertjan van de Groep CEO
Van de Groep & Olsthoorn
T: +31 346 87 00 20
E: info@vandegroep.nl
www.vandegroep.nl

Poland

Piotr Golinski Managing Partner
CTER
T: +48 605 651 621
E: piotr.golinski@cter.pl
www.cter.pl

Spain

José Manuel Pérez de Arrilucea CEO
Global Management Task (GMT)
T: +34 607 57 47 37
E: jmparrilucea@globalmt.es
www.globalmt.es

Sweden

Jan Andersson CEO
Mason Management AB
T: +46 733 57 20 02
E: jan.andersson@mason.se
www.mason.se

Senior Management Worldwide is a unique group of likeminded specialist interim executive resourcing firms, aligned to the urgent needs of organisations of all sizes and across all sectors all over the world.

www.smw-interim.com president@smw-interim.com

senior**management**worldwide

Switzerland

Urs Tannò Managing Partner
Top Fifty AG
T: +41 (0)41 412 02 02
E: u.tanno@top50interim.com
www.top50interim.com

Turkey

Hayal Koç CSO
Expertera
T: +90 (212) 263 38 40
E: hayal@expertera.com
www.expertera.com

United Kingdom

Charles Wilson
Practice Director Executive Recruitment
Penna PLC
T: +44 (0)780 188 0420
E: charles.wilson@penna.com
www.penna.com

North America

USA

Pamela Wasley CEO
Cerius Executives
T: +1 (888) 565-5289
E: pwasley@ceriusinterim.com
www.ceriusexecutives.com

Canada

Pamela Wasley CEO
Cerius Executives
T: +1 (888) 565-5289
E: pwasley@ceriusinterim.com
www.ceriusexecutives.com

Asia - Pacific

Australia

Danny Hodgson Partner
Omera Partners
T: +61 407 408 777
E: dhodgson@omerapartners.com
www.omerapartners.com

China

Simon Wan CEO
Total HR
+ 86 21 6474 7064
E: simon.wan@total.com
www.total.com

India

Vivek Ahuja CEO
Confiar Global
T: +91-981 041 7578
E: vivek@confiar.in
www.confiar.in

Singapore

Danny Hodgson Partner
Omera Partners
T: +61 407 408 777
E: dhodgson@omerapartners.com
www.omerapartners.com

Senior Management Worldwide is a unique group of likeminded specialist interim executive resourcing firms, aligned to the urgent needs of organisations of all sizes and across all sectors all over the world.

www.smw-interim.com president@smw-interim.com

senior**management**worldwide

Leading Global Provider Of Interim Executives

*Senior Management Worldwide Amersfoortsestraat 78,
C 3769 AL Soesterberg, The Netherlands*

Chamber of Commerce No. 58351442

Senior Management Worldwide is a unique group of likeminded specialist interim executive resourcing firms, aligned to the urgent needs of organisations of all sizes and across all sectors all over the world.

www.smw-interim.com president@smw-interim.com