

BGIC

Benno Ganser Interim+Consult
Customer Value Inside-out

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Profile

You want to improve your success
on your markets?

You are a Supplier to the
Chemical, Petrochemical and
Downstream Oil & Gas Industries?

Then BGIC is the right point of
contact.



About BGIC:

BGIC supports you in all aspects to optimize the Customer Value in your organization:

- Support for New Developments to target the real problems of your customers.
- Technical Marketing to convince your customers about the benefit of your products
- Business Development, Market Intelligence, Customer and Competitor analysis, and preparation of solid Business Plans.
- Analysis of the structures of your Company, Post-Merger-Integration, Strategic Planning, Improvement of your Sales Management.

BGIC is not just consulting and advice, but also Management and Successful Execution!

Exemplary Projects:

Restructuring of a US Affiliate of a German Group – “Window Dressing“ before Selling

Strategic Restructuring and Business development of a US-Affiliate to improve Profitability

Foundation of a Joint Venture in Saudi-Arabia to secure market leadership

Start-up of the European Business Unit for a US based Energy Industry Supplier

Process Analysis for De-Bottlenecking – Productivity Improvement of a Component Supplier

Business Development of European Petrochemical EPC Companies for a US Supplier

European Petrochemical Business Development for a German OEM

Interim Management - Post-Merger-Integration of a European Group

Interim Management – Vacancy Bridge for a European System Manufacturing Group

Interim Management - Development of an Un-Incorporated French-British JV in the UK

Major Industry Contacts



About Me:***35+ years in business:***

Nuclear Energy, Chemical Industry, Petrochemical Industry, Downstream Oil & Gas

Professional experience:

Creating Customer Value in company networks, by creating innovative solutions for commercial challenges, as well as creating sustained customer relationships.

Major competencies:

Company leadership, business analysis, strategic planning, post-merger integration, restructuring, change and contract management, business development and sales, supported by a strong technical background

Personal strengths:

high degree of empathy, integrative and inspirational leadership style, risk-aware decision-making.

My inter-cultural competence and working experience:

Middle East, Far East, USA, Europe are very much appreciated by business partners around the globe.

Important for me:

Integrity, fairness and autonomy





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Interested?

I kindly invite you to learn more:

BGIC

Dr. Benno Ganser

Hochstr. 88 a

55128 Mainz – Germany

Ph: +49 – 176 – 20 43 21 81

mail@benno-ganser.de

www.bennoganser.de



Mitglied der DDIM e.V.

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Dachgesellschaft Deutsches
Interim Management e.V.