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We are a successful management consultancy, specialized in integrated services in the strategic and operative tasks of the industry. Our clients appreciate the thorough and implementation-orientated approach to consulting, resulting from the combination of cost competence for product cost optimization and management know-how, as well as conceptual strength and implementation skills.

The work with permanent staff is an important component of our consulting philosophy. We have a growing quantity of orders and are planning our human resources development for the long term.

Do you want to be a part of a partnership-orientated organization that requests analytical, conceptual skills and social competence as well as mobility? Then we have the right position for you as:

## **Principal (f/m) Management consulting**

### **Your perspective:**

After a short introduction to our experienced consulting team, you will support our renowned customers from different branches within creating/optimizing product costs and their business processes. We offer you the chance to contribute to the success of our clients with your knowledge and to develop professionally.

You will work in project-related teams with colleagues and clients from several functional areas.

You will actively shape the expansion of the consulting fields in the operative excellence (processes, organization, etc.). Our cooperation is based on openness and mutual trust.



**Your tasks:**

- For existing product concepts and company processes, you acquire areas of improvement and implement new, enhanced methods and processes.
- Leading independent projects to increase our clients' competitiveness with creativity and a pioneering attitude. You will be supported by competent experts who look forward to the cooperation with you.
- In the projects you also find independent solutions to difficult and complicated questions (e.g. location, commercial process optimization, acquiring functional strategies, etc.)
- Summarizing all the results of the partial work packages in a total overall concept.
- Building up customer relations and protecting long-term business connections through active management of customer relationships and work by acquisition.
- Observing trends and advancements of methods and consulting concepts to expand our performance spectrum towards the customer.

**Your qualifications:**

- You have successfully completed a degree in engineering, engineering economics or a comparable field with a technical background, and have at least 10 years of work experience.
- Evidence of branch expert knowledge in the processing industry with excellent process expertise and knowledge of current trends in the branch.
- Knowledge of the analysis and modelling of commercial processes, ideally in the following areas: enterprise strategy, purchasing, logistics/SCM, production.
- Excellent project management skills, ideally in the international project setting.
- Several years of consulting experience in the area of operative excellence (e.g. innovation, strategic change or functional strategy projects).
- You enjoy working on complex and challenging tasks and you always find new, creative solutions as starting points.
- You think in a solution-oriented way and are distinctly customer-orientated.



- Mobility, a great willingness to travel as well as fluent business German and English (speaking and writing) are necessary conditions for the consulting work.

So are you striving for collaboration with a rapidly growing “hidden champion” of product cost optimization, with subsidiaries in Europe and USA? Would you like to actively use your experiences in technology to increase our clients' competitiveness? Then we have the right job for you and we look forward to future communication.

The operating place is orientated towards the need so for customers, although it is also possible to work from home on some days.

Please apply directly to Mr. Andreas Tsetinis with your documents (curriculum vitae, copies of reports, etc.) and with information on your salary expectations.

Please send your application to the following email address: [a.tsetinis@tsetinis.com](mailto:a.tsetinis@tsetinis.com)

We look forward to getting to know you.