

## CONSULTANT

### Michael Kluger



Dr.-Ing. Michael Kluger is an Associate Partner of CEVEYGROUP. He has studied mechanical engineering, specializing in material flow technology and logistics, and also holds a PhD in mechanical engineering. He also holds a Master of Science in Industrial & Systems Engineering from the Georgia Institute of Technology. He is a Supply Chain Management Professional, 6-Sigma Greenbelt & Project Sponsor and Sales Professional.

His consulting and training focus is on sales, supply chain management & logistics, as well as change management and leadership. He is also an interim manager in the above-mentioned areas.

*"The foundation of my work is 6-Sigma thinking, Lean Management and Operations Excellence. My personal priorities and guiding principles are: Focus, excellence, collaboration, integrity."*

#### SUPPLY CHAIN MANAGEMENT & LOGISTICS

- Preparation & support of tenders including service provider selection, contract negotiation and project implementation
- Proposal preparation, sales support, contract negotiation and project implementation for service providers
- Interim management in all phases of tendering including implementation
- Development of outsourcing strategies, supply chain design, project planning & management

#### LEADERSHIP

- Leadership culture
- Positive communication & motivation
- Development & implemenataion of leadership structures

#### CHANGEMANAGEMENT

- Change management coaching
- Interim management for complex change processes
- Moderation of controversial topics / collaboration groups
- Promoting of motivation & enthusiasm for change

#### SALES

- Sales trainings

