



Exploring opportunities, developing potentials successfully and permanently assisting companies

Companies which are successful over the years all have one thing in common: they have recognized changes in their environment and their markets early on and made use of opportunities faster and more effectively than their competitors with a focus on customers and markets and the explicit aim of optimizing their own profitability.

Exploring opportunities, developing potentials managing the future

Our areas of expertise: Analysis, consulting, talent validation, training, coaching and development of opportunities focused on one sole aim: the company's success!

Markets

Technological change has an increasingly rapid influence on the general conditions and functionalities which determine the economy. This means that it is evermore difficult for companies to clearly see which roads lead safely into the future. The challenge consists in not only having the right solutions, but also in marketing and implementing them in a timely manner.

It is crucial to accurately select those resources available to the companies which optimally turn the opportunities into a corporate success.

Market segments:

Services · Commerce · Industry

Markets



Services

Strong international competitive pressure changes the markets for services at a barely comprehensible pace. New technologies create transparencies, which progressively increase the comparability and cost pressures. Traditional business models have to assert themselves, the markets fluctuate and margin erosions are the result. .

Commerce

Digitalization speeds up processes and procedures at all levels and channels. This development is looking for new approaches. The demographic trend means that talent is becoming increasingly scarce.

Industry

The individualization of customer demands up to a batch size 1 which deactivates classical laws such as "economies of scale". The growing global competition becomes a permanent challenge for companies in high-wage locations. Industry 4.0 shapes new opportunities in an unprecedented form.

Innovation management is a question of survival.

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Solutions

Services

An increased differentiation may be the solution in order to raise a company's own profile. Focusing on niches which showcase its own strengths changes the access to interesting markets. A change of business models such as "Unbundling" or "Bundling" adapts the price and tariff structure to the changed market conditions..

Commerce

This increased digitalization also presents new opportunities. On the procurement side, early indicators are received to optimally organize the availability of goods, the selection of merchandise and the merchandise portfolio. This increases the speed and quality of the supply chain. As far as the markets and the customers are concerned, new forms of distribution develop out of the stationary and digital offer. A proper mix and agility are crucial.

Industry

With Industry 4.0 an interconnection of all relevant factors is accomplished in real time to optimize added value. It is essential to make this information available where it can be interpreted.

Complexity implies new opportunities and potentials which need to be oriented mainly towards productivity.



Method

Our methodology follows a clear approach: to detect and validate potential resources.

Technology, R & D, finance, capital and people are the resources which make up the company's success.

We examine these fields under the following aspects:

- What is going on in the market
- How does this relate to your business?
- Which impact does this have?
- Which approaches to solutions exist?
- How do we implement the solution?

Each approach to a solution hinges on the validation of the resources and their optimal alignment.

The validation of resources is one of the key elements for success. The decisive role is played here by the validation of talent through a talent check.

Detlef Jungfleisch



Born October 24th, 1958 in Völklingen/Saar. Married with 3 children.

Consultant, coach and trainer for multinational companies in the areas of analysis, optimization and strategy.

Simultaneous teaching assignments and lectures as guest speaker in multinational companies.

Member of the European Association for Supervision and Coaching.

Languages

German (native language), Spanish, English, French

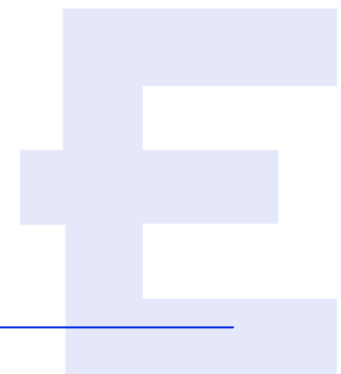
Education

1979 - 1985	Legal studies in Saarbrücken, Lausanne and Bonn.
Mai 1985	1st state examination.
1986 - 1987	Master of Science in Business Administration (MSBA), Boston University.
Januar 1989	2nd state examination.

Professional experiences

1989 - 1996	Held management positions in various multinational companies, at the end as Chairman of the Board of Directors of an international packaging group in London.
1996 - 1998	Worked as a consultant in Germany.
Sep. 1998	Founded EXECO Executive Management Consulting & Recruitment, Germany.
Ap. 2002	Founded EXECO AG, Switzerland.

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