

Consultant Profile



Dr.-Ing. Véronique Goehlich

Profession: Management & Business consultant, Trainer

Nationality: French and German

Education: Chemistry | MSc Material Science | PhD in Metallurgy

University: ENSI Toulouse | Georgia Tech Atlanta | UTC Compiègne

Languages: French, German, English

- Veronique has 20 years of experience in management & business consulting, international project management, training and workshop facilitation. She combines strong technical expertise with extended experience as a sales executive and managing director. She has profound knowledge in sales & marketing of technical products and a proven record in leading multicultural teams, having worked for French, German and US corporations. She improves efficiency through organizational restructuring, optimization of sales strategies, process optimization, management audits and team building. She has worked intensively with India-based companies and has been working as a general manager for Ugitech SA, today Arcelor-Mittal Group.

Engagement in leading positions:

- Interim general manager for Schmidt France SARL, 45 employees, € 70 M sales
- Managing director Ugine-Savoie Rostfrei GmbH, German office of Ugitech SA (group Arcelor Mittal), Sales and logistics of stainless steels alloys in Germany, 70 employees, € 100 M sales
- Sales & Marketing Manager Eagle-Picher Specialty Materials GmbH, 10 employees, € 10 M sales

Industry experience:

- Mechanical engineering
- Steel industry and Manufacturing
- Utilities and nuclear energy
- Specialty materials for the chemical industry and electronics

Key areas of Management & Training:

- Organizational restructuring
- International team building
- Cross cultural management & intercultural communication skills
- Coaching of executives before relocation in France, Germany USA
- Process optimization (5S workshops)

Restructuring Experience:

- Managed internal reorganization of German sales & marketing subsidiary after the merger of two steel companies, forming Arcelor SA
- Creation of an independent German sales subsidiary for stainless steel products
- Business turn-around and sales & marketing organizational development for enriched boron products and high-tech materials for European nuclear plants and the semiconductor industry

References:

- Accenture
- Arcelor Mittal SA
- Bosch-Siemens Hausgeräte AG
- Bosch AG
- Schmidt Holding GmbH
- Rheinmetall Defense GmbH
- Faurecia SA
- Dachser GmbH
- Harburg-Freudenberger GmbH
- MAN Diesel SE
- MAN Camion & Bus SA
- Areva NP
- SGL Carbon AG
- Eagle-Picher Inc.