

Interim management for B2B companies

Leadership and advisory support for strategic projects



Sample Projects:

Restructuring and development of new business models (Order-to-Cash) for a print service provider

Business planning and reorganization, implementation of digital tools and adapted workflows, Order-to-Cash process design and continuous improvement.

Transformation of European sales structures, channels and reporting lines for the healthcare division of an international corporation

Integration of country-based sales teams into a centralized European sales organization. Consolidation of sales channels, contracts and terms & conditions. Redesign of processes, team building and customer relationship management.

Post-merger integration and management following the acquisition of an IT company in the healthcare sector

Executive responsibility at C-level for restructuring, team development, CRM, key account management and strategic project management.

Leadership of multiple digitalization projects in the healthcare sector, e.g.

Digital transformation of a radiology department within a large hospital group, including redesign, rollout, and training of new clinical workflows across the entire hospital network and in cooperation with external partners (e.g. teleradiology).

SAP S/4 HANA Rollout: Sub-project lead for “Training and Employee Qualification” during the COVID-19 pandemic

Assumption of a project with a challenging starting position and overloaded teams. Execution of all measures fully remote. Introduction of MS Teams and a digital learning platform. Coordination of 900 training participants across 15 departments with more than 140 newly developed online training modules.

Joachim Scherer

Dipl.-Ing. (FH), Product Engineering

Professional Background

More than 20 years of leadership experience in sales management, business development, and organizational restructuring

Long-standing career in the healthcare industry with international expertise in sales, business development and project management, including transformation and restructuring projects. International experience with companies headquartered in Europe, Asia and North America: KODAK – AGFA – SONY – General Electric.

Independent consultant and interim manager since 2015.

Cross-Industry Experience

Healthcare, imaging and video processing, optics and electronics, automotive industry, mechanical and plant engineering, financial services and administration

Expertise in Roles and Responsibilities

- Business development and product management in healthcare IT and medical technology, particularly radiology, oncology, endoscopy, operating room and ICU
- Sales management, leadership on C-level and business development.
- Building and consolidating national and international sales teams, distribution- and trading channels
- Project management – specialist in complex and strategic projects

International Experience

Europe, USA, Japan