

ARE WE A MATCH?

This one-pager is designed to help you determine whether Peter Paumgardhen Interim Management aligns with your company's needs for a commercial interim solution. Its purpose is to facilitate a preliminary desktop research assessment to decide if we are the right match before you reach out to me. Below, you will find a concise summary of my service offering profile, categorized by Challenges, Roles, Competencies, Sectors, and Business Models.



CHALLENGE

You may find yourself facing one of these business challenges:

- Parental leave
- Unexpected resignation
- Dismissal of an underperforming manager
- Managing through economic downturns
- Change projects
- New product or service
- Due diligence
- Preparing for a company merger or acquisition
- Scaling up
- Increased workload
- Key initiatives



ROLE

The interim assignment might be referred to with one of the following titles:

- CEO
- Managing Director
- General Manager
- Country Manager
- Business Area Director
- Commercial Director
- Commercial Manager
- Sales Director
- Sales Manager
- Head of Sales
- COO
- Marketing Director
- Marketing Manager
- Head of Marketing
- Project Director



COMPETENCIES

Key competencies identified for successful completion of the interim assignment might include:

- Commercial leadership
- Restructuring
- Turnaround
- Profitability
- Growth
- Business development
- New product introductions
- Launching new services
- Sales
- CRM
- Marketing
- International business
- Strategy
- High performing teams
- Digital transformation



SECTOR

If sector experience is critical, you might be looking for someone with experience in one of the following sectors:

- Consumer-facing
- FMCG (Fast-Moving Consumer Goods)
- CPG (Consumer Packaged Goods)
- Media
- Entertainment
- Omnichannel
- E-commerce
- Bricks-and-mortar
- IR (Investor Relations)
- Technology and innovation
- Healthcare
- Retail



BUSINESS MODEL

If specific business model experience is required, you might be interested in someone with expertise in:

- B2B (Business-to-Business)
- B2B2C (Business-to-Business-to-Consumer)
- D2C (Direct-to-Consumer)
- Subscription models
- Marketplace
- Wholesale
- Retail chain management
- Joint ventures
- Licensing agreements