

# Josef David

Senior International Business Executive / Senior International Management Consultant / Senior Digital B2B Expert /

> Getting Out in Front by Agile Innovation

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## Short bio



### **Senior Business Executive**

with more than 25 years of experience in building sustainable businesses by growing people and solving customers' strategy challenge.

### **Seasoned Management Consultant**

with more than 10 years of experience in helping clients to manage their businesses more effectively.

### **Seasoned Digital Business Developer**

with 10 years of experience in crafting breakthrough digital business strategies, designing innovative digital business models, and operating digital business platforms.

## MY MISSION

Helping You to Get Out in Front

Solving Customers Problems, Helping You to Increase Sales, Decrease Costs While Increase Cash Flow Rapidly and Sustainably

## MY WAY OF CREATING VALUE

Turning Objectives into Quick Wins by Getting the Best Out of People

## MY CAREER DEVELOPMENT

> Cost Accountant > Operations Economy Expert > Retail Manager > Marketing Planer > Sales Manager > Business Development Manager > Marketing Director > Managing Director > Regional Business Area Manager SVP > Global Program Director SVP > Strategy Consultant > Managing Partner > Digital Business Developer & Owner

VISIT MY WEBSITE:

<https://www.rapidknowhow.com/>

To Your Success

*Josef David*

## Industry experience

Chemicals 15+ Yrs

Consulting 10 Yrs

E-Learning 10 Yrs

## Function experience

- Business Analysis 15+ Yrs
- Business Intelligence 15+ Yrs
- Business Transformation 12 Yrs
- Change Management 12 Yrs
- Consulting 10 Yrs
- Corporate Development 10 Yrs
- Digital Transformation 2 Yrs
- Due Diligence 1 Yrs
- Executive / C-Suite 5 Yrs
- Innovation 15+ Yrs
- M&A 1 Yrs
- Operational Excellence 10 Yrs
- Post-Merger Integration 2 Yrs
- Pricing 2 Yrs
- Product Development 5 Yrs
- Programme Management 2 Yrs
- Sales / Business Development 10 Yrs
- Strategy 15+ Yrs
- Supply Chain 2 Yrs

## Languages

- Czech Intermediate
- English Fluent
- French Intermediate
- German Native
- Italian Beginner
- Polish Intermediate

## Education

### Open University

MBA MSc - International Management / Development Management

Sep 1994 - Sep 20028 years

## High School

Matura – Humanism

Feb 1989 - Oct 1993 4 years 8 months

## Commercial Apprenticeship School

Commercialist / Cost Accountant – Apprenticeship

Sep 1965 - Sep 1968 3 years

## Keywords

- Account Management
- Acquisition Integration
- Analysis
- B2B
- Benchmarking
- Building Relationships
- Business Advisory
- Business Development
- Business Intelligence
- Business Planning
- Business Process
- Business Reporting
- Business Strategy
- Career Development
- Career Management
- Career Transitions
- Change Management
- Channel Strategy
- Coaching
- Collaboration

## Work history

Owner / Senior Digital B2B Expert / B2B Innovation Strategist / Breakthrough Strategy Creator / Digital Product Creator / Business Model Developer / Business Blog Creator / Strategy Video Creator / Digital Marketing Strategist / Digital Platform Builder

### **RapidKnowHow.com**

Jun 2011 - Currently working here  
9 years 11 months.

Creating Innovative Business Models & Breakthrough Strategy Videos for Leaders from the B2B Sector Helping Leaders to Get Out in Front in The Digital Age Using our RapidKnowHow Business Models [www.rapidknowhow.com](http://www.rapidknowhow.com)

### **Senior Digital B2B Expert**

Creating winning strategies for B2B executives who want to become the digital leaders of their business sector.

### **B2B Innovation Strategist**

Providing the unique fast track innovation process for movers who want to learn by trial and error fast it allows you to be more creative and adaptive.

### **Breakthrough Strategy Creator**

Helping movers to move from their current laggard position to the leadership position in their entire market or a specific sector.

### **Digital Product Creator**

Designing and testing your digital product idea by choosing the right testing format and pool of potential customers, so it guides you from your first concept to a successfully verified business model

### **Business Model Developer**

Designing your fast-track business model by understanding your target sector, creating your unique value offering while describing how to deliver and capture value

### **Business Blog Creator**

Providing a step-by-step guide to establishing and running a successful business blog that drives traffic, generates target leads, and accelerates growth by leveraging the power of your unique application know-how

### **Strategy Video Creator**

Creating and promoting self-learning strategy videos that help you accelerating your

speed of turning new business concepts into measurable results.

Digital Marketing Strategist

Providing a step-by-step guide for B2B executives and consultants to creating and marketing their websites that sell

### **Digital Platform Builder**

Creating a step-by-step guide for B2B executives and consultants to developing and marketing specific B2B marketplaces for their Niche.

For details, please, visit my platform: [www. rapidknowhow.com](http://www.rapidknowhow.com)

## **Owner / Senior Business Development Consultant & Senior Executive Coach in CEE**

### **david shaping business Ltd**

Jul 2002 - Jul 2011

9 years

**Helping innovative, social entrepreneurs and enterprises in developing and implementing strategies and new business models ensuring their sustainable competitive advantage in CEE.**

Discover some leading projects at your convenience:

- **Due Diligence of a leading industrial gas company in Poland** for MID EUROPE PARTNERS, the leading Venture Capital Firm in CEE  
Getting Insight into the SWOT of the Polish Market and the target company while analyzing the competitive position of the enterprise and medium-term market valuation  
> Crafting a Commercial Due Diligence study in four weeks.
- **Customer Relationship Management Coaching of a Sales Director** of a leading Austrian Construction Company SEMMELROCK, a subsidiary of the Wienerberger Group  
Designing and implementing a Sales Performance Management System for Getting The Best Out of The Sales People  
> Helping Sales Director to Deliver Results through Getting The Best Out of his Sales People
- **Getting Insight into The Competitive Position at the Wholesale Business Network** within 2 Months  
Creating a Strategic Marketing Plan CEE for a Strategic Business Unit of a 300 m€ Tyre Company, MATADOR spol. s r.o. Slovak Republic

Designed, developed, and implemented a new market strategy for CEE  
>Double-digit growth in the succeeding two years.

- **Leadership Mentoring and Turnaround Strategy for a subsidiary of a 400 m€ Industrial Gas Company, SIAD Spa Italy**  
Leadership Coaching of the local General Manager  
Developing turnaround strategy.  
Steering Group Member of the implementation project.  
> Profitable Revenue Growth 2006 - 2007 CAGR: 15%.

## Global Program Director / SVP

### **LINDE GAS AG**

Jan 2000 - Jan 2002  
2 years

#### **Responsible for designing and implementing a Global e-Business Strategy as an essential part of the post-merger strategy of AGA AB of LINDE GAS AG Munich.**

Designing a Global e-Business Program Developing the e-Business concept for the Linde Gas Group.

Identifying the Competitive Position of Linde as regards to e-Business in US, Europa, South Americas

Establishing Project Leaders from the United States, Europe, South Americas from various Business - and Operating units.

Evaluating and selecting global consultancy firms (Accenture, Cap Gemini, PWC, Booz Allen, Deloitte, Tomasu).

> Generated Quick Wins by completing eight global projects in 2000 / 2001.

> Achieving planned results below costs.

> Started 12 Global projects and integrated e-Business in LINDE GAS Business units in 2002.

## Senior Vice President - Regional Business Unit Manufacturing Industry

### **AGA AB**

Jan 1997 - Jan 2000  
3 years

#### **Leading Business Development of the Business Unit Manufacturing Industry in Central Europe. P & L Responsible for 70,000 Customers, 600 Employees, and**

## **100 m€ Turnover annually.**

Crafting the CEE Strategy for the Business Unit Manufacturing Industry  
Conceptualizing strategic innovative business ideas  
Facilitating collaboration of key people across CEE  
Designing and implementing the CEE across border collaboration strategy  
Leading business programs Introduced new commercial services.  
> Increased EBIT from 5% in 1997 to 15% in 2000.

## **Marketing and Managing Director**

### **AGA AB**

Jan 1991 - Jan 1997

6 years

### **Leading Business Development of the industrial gas- and medical operations of AGA in the Czech Republic and Slovak Republic.**

Marketing and Sales Director  
Building business operations from scratch  
Promoting hand-picked high potentials leaders  
Facilitating business leadership and teamwork.  
Building local business networks with Key People and Associations.  
Chairman of the Board of AGA-Vitkovice a Production Joint Venture between AGA AB and Vitkovice Steelworks, Ostrava.  
Building marketing and sales operations from scratch.  
Designing and Implementing Strategic Business Plans.  
Selecting and coaching staff for building strategic skills and creating results.  
> Building up sales channels across the Czech Republic and the Slovak Republic within 2 years (5 sales /distribution centres, 100 retail depots, 20 direct salespeople).  
> Market share increased from 0% in 1991 to 15% in 1995 as planned.

### **Managing Director**

Leading daily operations of AGA Gas spol. s r.o. a 40 m€ industrial- and medical gas business.  
Designing and implementing the consolidation strategy.  
> Increasing Market Share from 15% in 1995 to 18% in 1997.  
> Increasing EBIT from -3% in 1995 to 12% in 1997.  
> Managing Sales Growth 1995 - 1997: CAGR 19%



## Various Middle Management Functions

### **AGA GmbH**

Jan 1975 - Jan 1991

16 years

1990 - 1991 Business Development Manager CEE

> Establishing AGA AB as Greengrass Venture in Hungary, Czechoslovakia,

1988 - 1991 Regional Sales Manager AGA Austria

> Preparing the Sales Organisation for defending AGA's market position against competitors entering the market after Austria joining the EU

1986 - 1988 Marketing Planning Manager

> Creating and Implementing a computerized Marketing and Sales Management System

1985 - 1986 Retail Manager

> Building an A/B/C Retail Management System for Managing the Industrial Gas Depot Network effectively and efficiently

1975 - 1985 Operations Economy Manager > Building a Cost-Accounting Management System for Managing Industrial Gas Operations