

Client service

Dirk's client engagements cover a broad range of strategic and operational areas. To enhance value in day-to-day operations Dirk works on typically cost focused [operational improvements](#) as well as on [new business development](#) initiatives. In distressed business situations, often triggered by breakage of financial covenants or even the threat of bankruptcy, Dirk embarks on large scale [restructuring](#), often involving balance sheet and operational adjustments. In those engagements Dirk also assumes [interim management](#) positions allowing for direct negotiations with financing partners or labor representatives. In [change-of-ownership](#) or [privatization](#) engagements Dirk covers pre-transaction stages such as strategy development and organizational preparation as well as post-transaction stages of merger- and post-merger-management.

The form of Dirk's engagement is strictly determined by his clients' needs and can range from board supervision over management consulting to interim management.

From an industry perspective, Dirk concentrates on traditional industries such as chemicals, pharmaceuticals, utilities and heavy and light machinery. Geographically Dirk has worked extensively in Europe, North- and South America, the Middle East and South-East Asia.

Dirk's greatest impact is in situations where he works the full cycle from strategy development to operational implementation thus making sure that potential losses on the way are kept to a minimum.