



MARCO BIANCHI

CONSULTANT | PROJECT MANAGER

Technical and business education and training. More than 30 years of experience in managing companies, departments, profit centres and projects in the electrical installation industry. Of these, 25 years of management experience at the level of board of directors, CEO, head of department. Successful turnaround management, corporate development and special projects.

CAREER

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| 2020 | Consultant Project Manager, INEXTR GmbH |
| 2020 | Project work: Digitization? What now? What should we expect from the perspective of an SME in the electrical installation industry? |
| 2015 – 2019 | CEO / Board of Directors, reorganization and reconstruction company, Frey+Cie Elektro AG Zug (freycie.ch) |
| 2007 – 2015 | Sales Manager (Member of Executive Board and Board of Directors), reorganization, integration into group and development of company after takeover, development of new core competencies, coaching of management, Frey+Cie eltel AG (eltel.ch) |
| 2005 – 2007 | CEO / Board of Directors, company foundation, market establishment, market analysis for company takeover, Frey+Cie Elektrogebäudetechnik AG (Frey+Cie Aarau) |
| 2002 – 2005 | Head of Projects Acquisition Marketing, special projects such as: PCB disposal, radiation-reduced transformer, EU program Greenlight, expansion, preparation of company takeovers, IBAarau Elektro AG (today eniwa.ch) |
| 1993 – 2002 | Head of installation department, reorganization department, development of core competencies for the industry, IBAarau Elektro AG (today eniwa.ch) |
| 1986 – 1993 | Project manager, technical manager, overall project manager of switchgears > 1'000 A, among others ABB CMC-Systeme AG |
| 1982 – 1986 | Electrical installer, leading electrical installer for industrial plants and special projects in Europe and CH, various companies |
| 1978 – 1982 | Basic training electrician, Wüest Elektro AG |

DEGREES

- St. Galler Leadership Diploma, St. Gallen Management Institute SGMI, St. Gallen
- St. Galler Sales and Distribution Management (Sales Manager), Management School St. Gallen MSSG, St. Gallen
- Lighting Planner SLG, Swiss Lighting Society SLG, Olten
- Diploma in Corporate Management SIU, Swiss Institute for Entrepreneurship Training SIU, Bern
- Advanced technical examination for electrical installers VSEI, at the Swiss Technical College, Winterthur
- Training Project Manager, ABB CMC-Systeme AG, Lenzburg / Baden

Marco Bianchi has a broad practical experience in the corporate field of business development and change management combined with targeted training. His competencies include reorganization, integration, and company evaluation as well as the development of new services including management and personnel development. All facets of complex corporate transformation have been experienced and mastered in practice.

Marco Bianchi, born 1962, is married, father of two children and lives in the Aargau South region.