

*Strategies for More Success*



CONSULTANT  
CAMPUS  
COMPASS  
COACHING

## *Who we are*

As the founder of the company, I have successfully managed the consulting firm bearing my name since 2012 and have established it on the market: as a strategy-oriented organization and personnel development company providing personal consulting and facilitation. The companies I have assisted over the years have also achieved great and verifiable success, first and foremost due to the many years of practical experience I gained in various industries and management positions.

We have been entrusted with new and additional tasks ever since. Meanwhile, a competent team stands behind me – whose professional background is comparable in every respect. At KB Consultants each team member has the didactic qualifications, expertise and experience that our clients expect from us. They also expect answers as to what will reliably solve their problems and help them achieve their objectives.

Be it our core competency change management or a wide range of topics concerning business or personal challenges: KB Consultants will be your partner and lend you support to mutually achieve valid and sustainable results - with a focus on change processes and customized and actively facilitated solutions.



COMPAS

## *What we stand for*

Our values include trust, openness, respect and competence in everything we do. We regard ourselves as temporary partners that facilitate achieving sustainable results. We are always goal-oriented and try to get to the point in an empathetic, yet direct manner.

We are on equal terms with our clients – we reject manipulative or esoteric techniques. Moreover, we do not offer a “one-size-fits-all-tools method” from the management toolbox, but rather practical topics that are tailored to the specific needs of the individuals and companies concerned and promote their further development – and lead to sustainable results.

Today, companies as well as individuals have to constantly develop further to be successful in the long run. The KB Consultants team’s wide range of practical experience gained as successful managers at various companies helps achieve this – it is the basis of your success. Most notable is our “hands-on approach”: we do not just provide theoretical advice and models, but actively facilitate the implementation of measures to achieve success.

KB Consultants stands for sustainable development leading to success.



## What we offer



Our mission is to enable people to develop in a sustainable manner. To reconcile personality and career with entrepreneurial goals and personal well-being. How? By practice-oriented concepts and methods that work in everyday life and prepare specialists and managers for future challenges.

We professionally facilitate change processes in the context of digitization, agile management organization, cultural change, change of ownership (merger, sale), generation change and, last but not least, the important topics of internal and external communication as well as employer branding.

The techniques employed by KB Consultants, from classic management consulting to devising concepts and implementing them, from webinars via seminars, training courses and workshops to intensive coaching, show the vast range of services offered by us to respond to your personal needs and goals. We offer you customized concepts with modular content tailored to your personal or business needs.

Coaching in particular is increasingly becoming a decisive factor for long-term successful work at all management levels. As the demands on management are constantly growing, competent external support can significantly contribute to overcoming obstacles of all kinds.

The challenges may range from operational issues to achieving personal work-life balance, which in turn plays a significant part in ensuring the high performance required at management level. Such challenges have to be met by targeted „help for self-help“, as coaching is often called.



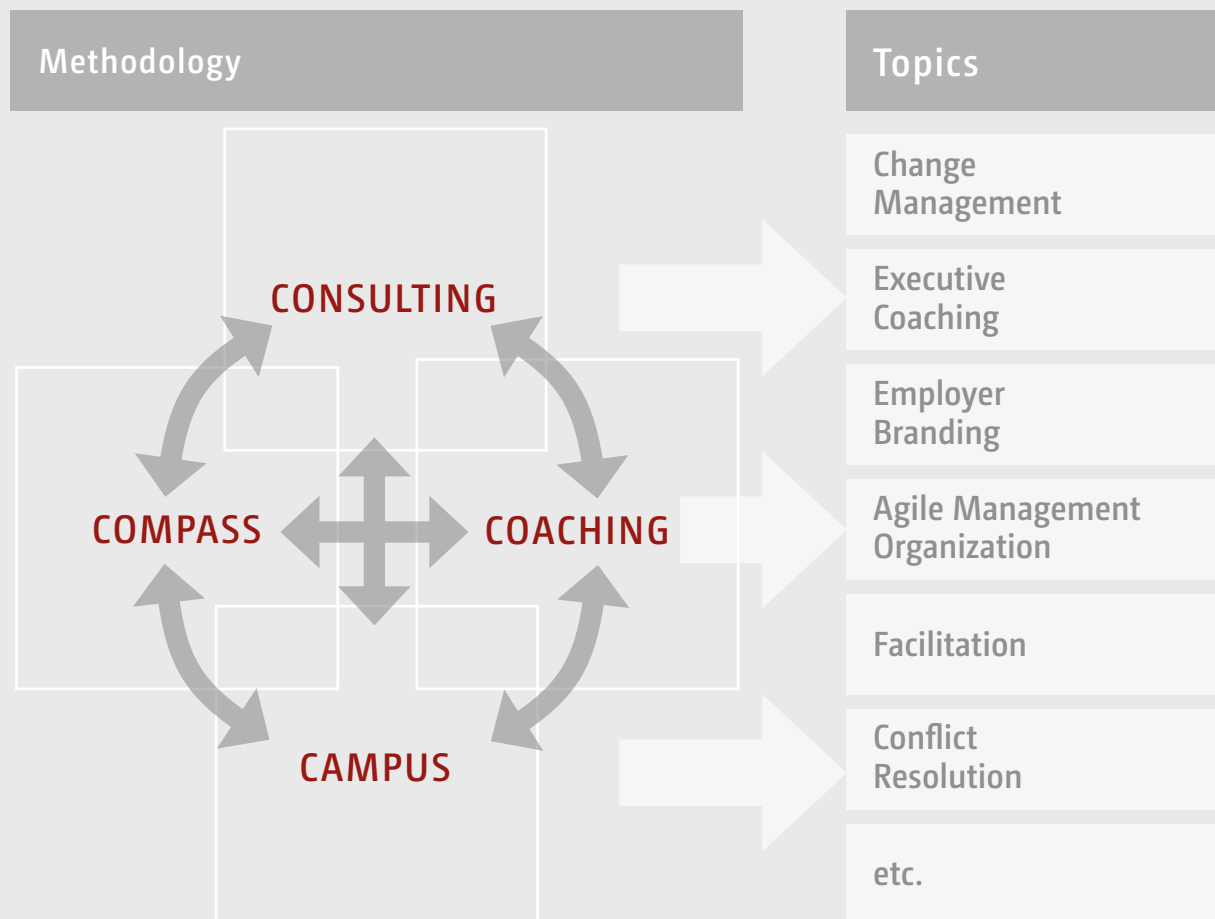
## How we work

We have developed a four-segment concept to make our method transparent. It shows KB Consultants' systematic approaches, which interact and complement each other. They then lead to a topic and task that is of relevance to you and will mutually be dealt with.

Regardless of whether you wish to start with our COMPASS analysis tool, our CAMPUS seminar and training program, our CONSULTING services to help organizations reposition or better position themselves, or whether you choose individual and personal COACHING sessions right from the start: we will help you get ahead.

For a more detailed description of our four-segment concept see [www.karinbacher-consultants.de](http://www.karinbacher-consultants.de)

### STRATEGIC ORGANIZATION AND PERSONNEL DEVELOPMENT



## *How we can assist you*

You can expect first-class expertise from KB Consultants in the areas of change management, employer branding as well as in facilitating agility and digitalization projects. Especially in medium-sized enterprises, top performers with a high level of responsibility, irrespective of whether they are in corporate management or middle management, frequently rely on external input. When properly applied, such input increases both the efficiency of employees and the success of the company as a whole.

Motivated executives and employees that identify with their company are the most valuable asset of a company. To this effect, they need pragmatic support and meaningful tools to enhance their personal development and that of their business environment in a sustainable manner.

KB Consultants provides answers to issues that are of relevance to you: training courses, workshops or coaching sessions to help solve conflicts, promote potential or improve communication. Be it leadership in change processes, the proper delegation of tasks, developing and enhancing leadership personality or gender coaching – especially for women – with a focus on specific behavior patterns that may come into play.

Our vision is to enable people to discover and live up to their potential. For their own good and that of their environment.



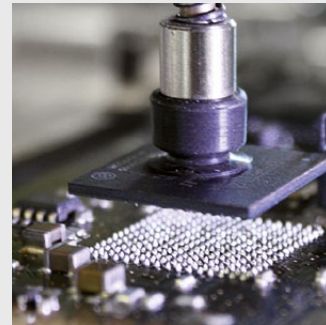
## *Tasks we have already accomplished*

Small and medium-sized enterprises in particular have increasing demand for specific and practice-oriented consulting services, which are the main focus of KB Consultants.

Regardless of whether change processes in the area of digitization, facilitating business growth projects, internal and external crisis communication, a structural reorientation, an image change or structuring and stabilizing employer branding are concerned: due to our experience in different industries and our methodical knowledge, we offer services and tools that are absolutely goal-oriented – and effective in a short span of time.

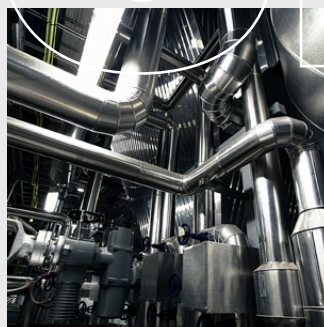
We have assisted a medium-sized mechanical engineering company, an electronics company, a construction group, a manufacturing firm in the ancillary industry, service companies and institutional clients to name but a few. We were able to achieve valuable and sustainable results for all our clients, which in many cases has led to ongoing collaborations.

KB Consultants assists companies and executives first and foremost with pragmatic instructions and guides them all the way until they have successfully accomplished the task concerned.



For more detailed information on exemplary projects that we have facilitated see

[www.karinbacher-consultants.de](http://www.karinbacher-consultants.de)



## *Where we will work with you*

The setting and ambience of the venue where we work with our clients is very important to us. We take great care to ensure that you are comfortable with us and feel at home.

The choice of venue for seminars, workshops or personal coaching sessions has a lot to do with mindfulness. A positive working atmosphere and relaxed receptivity can only be achieved in an atmosphere of trust.

Be it seminars, workshops or personal coaching: we attach great importance to a welcoming ambience that is conducive to your work, such as our coaching lounge.

This also applies to external venues – whether rented event rooms or the premises of our clients. An ambience that makes people feel at ease is a prerequisite for all participants to be able to primarily concentrate on the topic concerned.



COACHING

COACHING



## *Who will work with you*

esides the founder of the company Karin Bacher, personalities with proven professional competencies and experience in their respective consulting fields will lend you support at KB Consultants.

From consulting, workshops or training sessions to customized individual coaching sessions, our specialists will assist you to achieve convincing results.

We wish to present brief profiles of some of our team members. For more detailed information on our team see [www.karinbacher-consultants.de](http://www.karinbacher-consultants.de)



### *Karin Bacher*

**CEO, Consultant, Executive Coach**

20 years of management experience: as a member of the management team of renowned companies, Karin Bacher, Dipl.-Betriebswirtin [diploma in business administration], advised chairmen of the board, associates and CEOs on strategic and operational issues.

Since 2012, she has successfully managed her own management consultancy firm cum training institute in Pforzheim, Germany. She specializes in the current topics of change processes (change management) in an agile and traditional environment as well as in employer branding.

Her executive coaching is focused on developing leadership personality, communication skills and leadership competency – as an individual or as a team.

MNG

CONSULTING

## *Who will work with you*



*Snezana Milnovic*

Consultant, Trainer, Sales Expert

Snezana Milnovic looks back on more than 30 years of management experience in international and national sales. During her time as a sales manager, she led teams of up to 25 employees and was responsible for sales volumes that were in the hundreds of millions.

Her professional experience includes the reorganization and restructuring of sales teams, international supplier management and the design and implementation of marketing strategies for national and international markets. This sales professional speaks four languages fluently, including English and French.

As a consultant and trainer, she now imparts her comprehensive and profound expertise in sales structures, negotiation techniques, acquisition methods and supplier management to clients.



*Oliver Kunzmann*

IT Specialist, Yoga Trainer

Oliver Kunzmann has acquired profound knowledge of the IT industry over the past 30 years: he was a division manager of sales and technology at renowned companies in Pforzheim and Sindelfingen. Today, he manages his own successful IT service company specializing in Apple computer systems and Synology high-performance network storage as well as Cloud solutions.

As far as training is concerned, his focus lies, however, on reconciling work with yoga and relaxation techniques. Yoga should not only be done on the mat, but should also be reflected in everyday business life. This is what he exemplifies in an authentic manner. He looks back on 10 years of active yoga experience and likes to impart his practical knowledge as a trainer at various sports studios as well as during company training sessions and at company events



*Ulrike Noske*

Consultant, Trainer, Business Coach

Ulrike Noske, Dipl.-Betriebswirtin [diploma in business administration], gained more than 25 years of experience as a manager, project manager, trainer and consultant while working on national and international assignments for a major automotive supplier. Her last position was that of a manager for international executive development.

She has been a certified business coach since 2013 and works as a self-employed consultant, trainer and coach. She specializes in leadership, team development and change management (change processes).



*Dr. Angelika Förster*  
Consultant, Executive Coach

Dr. Angelika Förster is an executive coach and consultant for career, leadership and change management. She assists leaders and teams in career strategy, performance and transformational leadership (performance enhancement).

Her consulting and coaching services are characterized by many years of practical leadership experience and top-level success as well as by a science-based coaching training. After her studies and work in human resources management, she assumed management positions early on in her career that entailed extensive restructuring tasks. As a top executive she was responsible for implementing demanding business transformations and developing innovative business areas



*Corina Walter*  
Coordinator, Organizational Talent,  
First Point of Contact

Corina Walter looks back on more than 20 years of professional experience in various industries, including consulting. She is the backbone of KB Consultants. Her skills are diverse ranging from a master certificate in arts and crafts to business and commercial knowledge.

Coordination tasks and the resulting time management are particular competencies of hers.

Due to Corina Walter's analytical and accurate work procedures, she is responsible for analyzing and evaluating surveys and collecting data at KB Consultants.

In view of her organizational skills and helpful demeanour she is the key contact for our clients.



*Faize Berger*  
Consultant, Agile Coach

Faize Berger has many years of experience as an executive as well as a consultant advising renowned globally operating companies in various industries, including healthcare, consumer goods, banking, IT and utilities.

She has managed numerous projects concerning issues such as strategy and organizational development, platform design, transformation processes, personnel development as well as devising and implementing marketing/sales concepts.

As a Certified Scrum Product Owner® she employs needs-based conventional and agile product management methods. She coaches individuals and teams and facilitates processes.

## Who will work with you



*Gert Hager*  
Consultant

Gert Hager, Dipl.-Verwaltungswissenschaftler [diploma in public management], has more than 25 years of experience in management positions and in the public sector. For almost 15 years, he was mayor and lord mayor of Pforzheim, where his main focus was on good economic policy.

Today, Gert Hager works as a business consultant. He specializes in human resources strategy and management, location marketing and consulting, administrative procedures and committee participation, as well as public relations and civic participation.



*Liljana Groh*  
Trainer, Coach

Liljana Groh, Diplom-Betriebswirtin [diploma in business administration], has been familiar with communication and marketing for more than 25 years. Among others, she was the marketing manager of a medium-sized enterprise for 17 years.

Today, she is a trainer for personal development and offers individual workshops for companies, such as team training sessions, lectures on the topics of communication and presentations as well as personal consulting services.

Her methods are based on an analytical and action-oriented approach. Personal experience leads to sustainable and conscious personality development.



*Nadja Liebe*  
Trainer

Nadja Liebe looks back on almost 20 years of professional experience in various industries and has profound knowledge in dealing with the requirements of employees and customers alike. While working in sales for a renowned engineering services provider, she had to deal with a wide range of technical and organizational issues. From the very beginning, her main focus has always been on acquiring customers at trade fairs, events or on the phone.

Today, she is the co-owner of an engineering firm. In addition to her position as the commercial manager of the firm, she is also responsible for sales and marketing.

As a trainer, Nadja Liebe gives seminars and workshops on her core competencies sales, trade fair presentations, phone acquisition and personnel marketing.



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