



Dipl.-Kaufmann (FH), MBA  
**Lothar Hiese**  
Partner

## Overview

Studied business administration in Germany and France

25 years' professional experience in management positions and specialist areas

## International experience

UK, France, Austria, Switzerland, United Arab Emirates, USA

## Functions

Product manager, head of finance, commercial manager, head of retailing, sales & marketing director, management board member

## Operational experience

### Product management & product launches

Branded product in two-wheeler market

### Turnaround management

International shop-fitting company in the food sector

### Restructuring management

Vertical luxury fashion brand

### International expansion management

Vertical luxury fashion brand, vertical food brand

### Business start-up

Business-to-business service

### Process reengineering

Vertical cosmetics brand, listed food & non-food trading company (incl. SAP roll-out & project management), clothing trading group

### Strategic realignment

Fully integrated textiles business, porcelain & ceramics producer & brand-name

### Mergers & acquisitions

Porcelain & ceramics producer & brand-name

## Professional career

After completing his commercial training in Hannover, Germany, and studying business administration in Germany and France, Lothar Hiese started his career at the French branch of Continental AG as a product manager and PR officer for the brand in France (Paris).

1990 Initially head of finance & IT, subsequently also commercial plant manager and sales manager at Maier+Pistor/Aichinger, a multinational German shop-fitting group.

1995 Assistant vice president for retailing and commercial manager for Bally's German and Austrian market regions (Munich & Vienna).

1997 Managing director of global retail operations at Jil Sander AG, Hamburg.

From 1999 to 2001 Set up a service provider (accounting, business systems) for young growth companies listed on the Neuer Markt exchange.

Set up Management Support Partners at the end of 2001.



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