BACG bv Management & Auditing
+32 475 83 45 45 - luc.barbier@bacg.eu

35+ years' expertise in B2B & B2C Marketing & Sales, Costing & Pricing, Operational Excellence, Change Management, Mentoring, Auditing, and General Management, with outstanding results.

BARBIER COMPANY GROWTH

Work experience in Benelux, France, Germany, Austria, Romania, United Kingdom.

Testimonials

- ✓ Well-structured & structuring well, creating sustainable value. Vice President Human Resources
- ✓ Raised the level of ambition and fostered a much better working atmosphere. Business Unit Manager
- ✓ Transformed the company into the most profitable one of over 250 peers. Chairman & Chief Executive Officer
- ✓ Very smart & experienced, light-years ahead, and with a constant focus on value. Customer Experience Director
- ✓ Luc understands the fundamentals of business. When you listen to Luc, you improve your business. CEO Division
- ✓ A hard worker, respecting deadlines, and with a radiating enthusiasm for the job and challenges at hand. CEO BNL
- ✓ Luc's appointment as our first external CEO has been the best decision I've ever made for my business. Chairman

Let's make results happen: my range of Company Growth Actions

✓ Sales Growth

Make (new) products and services successful. Test marketing and sales tools; hold dedicated multi-functional growth meetings. Ensure adherence to an inspiring vision statement. Publicise successes and exploit them. Monitor and improve internal and external customer satisfaction/promoter scores. Implement professional claim management.

✓ Productivity Growth

Create value without burden. Simplify procedures to ensure efficiency and reliability. Customise performance review templates. Improve the workshop organisation and the communication loop. Implement time analysis and world-class manufacturing processes to facilitate continuous improvement. Design and maintain stimulating dashboards that display the relevant leading and lagging KPIs.

✓ Personal Growth

Train people to become aware of and autonomous in subjects that directly impact results and create a happier atmosphere. Topics include Throughput Improvement, Problem Solving, Information Flows & Flaws, World Class Manufacturing, Effective Communication and a Road Map to More Effective Sales.

✓ Margin Growth

Make the costing rules precise and verifiable. Enable smart cost-to-price conversion. Automate price list management. Professionalise the quotation process. This will deliver trustworthy margin control, generate more profitable sales growth and enable more focused actions to increase competitiveness.

✓ Site Management, Investment Analysis, Executive Mentoring

Summary: A professional entrepreneur driving sustainable profitability and growth, combining a skilled focus on systemic improvements, operational excellence & people development with a dynamic stakeholder management.