



BARBIER COMPANY GROWTH

BACG Management & Auditing

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



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](#)

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

✓ Sales

make (new) products and services successful; test the marketing & sales tools; install a growth dedicated meeting; check the adhesion to an inspiring vision statement; publicize and exploit successes; monitor and improve the internal and external customer satisfaction / promotor score; deliver a professional claim management

✓ Personnel

for better results and a happier atmosphere, train people on Throughput Increase, Problem Solving, Information Flows & Flaws, Data Analytics, World Class Manufacturing, Constructive Communication, Five Steps Road Map towards More Effective Sales

✓ Productivity

test procedures for efficiency and reliability; install customized individual performance review templates; improve the workshop organization & communication loop; install world class manufacturing processes for continuous improvement; update leading and lagging KPIs that matter; create and maintain informative and stimulating dashboards

✓ Margin

make the costing precise and verifiable; enable smart cost-to-price conversions; automate price-list management; professionalize and automate the quotation process; deliver a trustful margin control for profitable sales growth and more focused actions