

Bjarne Nielsen

Advisor on Strategy and Management



Today development goes so fast, that management in between can feel it has lost overview, direction and focus. What is important and what is not? Should we do the one or the other? I contribute to create clarity, confidence and efficiency for management by assisting them in ...

- ✓ **establishing an operational strategic frame-work for the development of the company**
- ✓ **establishing principles for efficient operation, incl. a sound execution culture and focus on what creates value**
- ✓ **or just by being an experienced business person to talk to**

The yardstick for my work is shareholder value in a long term perspective. This means focus on maximising the free cash-flow over time in balance with the payments to other stake-holders. This yardstick is build into all, unless it is about a non-profit organisation. In total it means that the value creating effect of the management's efforts increases essentially.

My approach is practical and no-nonsense, and no young consultants will take over after I have made an agreement. I collaborate with the management team and key persons, who enhances their management competencies as we go. If relevant I can call on a large network of inde-

pendent specialists, from psychologists to designers of advanced simulation models.

I have been involved in more than 60 strategy processes for big companies such as Maersk Line, small ones such as Opland Landscape Architects and organisations such as Geoforum.

My fundament is many years of experience as ...

- ✓ Advisor on Strategy and Management
- ✓ Executive Director
- ✓ Non-executive board member ...

where I have build a broad management experience covering many situations in many industries and enterprise sizes.

Career:

- Advisor on Strategy and Management since 1975
- From 2002 own firm, nielsencompany
- 2002 – 2014 non executive board member in a number of companies
- Partner and executive director in PA Consulting 1983 – 2002. In 2002 PA had around 3.500 employees in 22 countries

Education:

- Tool & Die Maker
- BSc Industrial Engineering
- BSc Accounting
- Courses

See more on
www.nielsencompany.dk

