

# Dr. Christopher Tauscher

Nationality: German

Accomplished and performance driven executive with over 16 years of experience in transformations, performance improvement, operational and commercial excellence with recent experience in leading the stabilisation and divestment of a £1.8 billion healthcare retailer.



## Experience

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### Interim Manager and Adviser

*Independent Contractor*

**Since 09/2022**

*Central England, UK | Düsseldorf, Germany*

#### Tasks:

- Interim management and operational engagement during value creations, optimisation projects and business transformations in various sectors
- Subject matter expert for performance improvement, operating models, project management and transformations
- Coaching of senior management to enhance their leadership effectiveness

#### Selected projects:

- Lead and recovery of the carve-out, value creation and divestment of the £1.8 billion retail division of a British healthcare company. Responsible for cost reduction and stabilisation of the running business as supervisor of the executive board. Led the 140+ member team delivering over £550 million in proceeds within 15 months. Increased net proceeds by £80 million through strategic provider negotiations and enhanced project execution
- Directed the value creation and divestment of a £550 million healthcare provider: Reduced overhead by 25%, increased sales and boosted EBITDA from £700,000 to £6.5 mil. by optimising operations. Lowered net working capital from £38 to £18 mil.
- Led the performance improvement of a b2b retailer. Evaluation, development and implementation of margin optimisations, setup of the new operating model, and formation of the new management team. Scalability enhancements delivered across all business functions to enable accelerated future growth. Increased sales effectiveness by 16% and EBITDA by 9%

### Implement Consulting Group

*Equity Partner*

**01/2022 – 08/2022**

*Munich, Germany*

#### Tasks:

- Managed large-scale transformation programmes in post-merger integrations, performance improvements, and restructurings in the technology and retail sectors. Subject matter expert for strategy, operating models and leadership

#### Selected projects:

- Project responsible during the restructuring of a PE-owned international retailer. Developed the future corporate strategy and reshaped the value proposition. Built a new operating model including processes, organisation, governance and leadership
- Head of the post-merger integration team during the merger of two large international technology enterprises. Responsible for the integration strategy, planning and execution. Subject matter expert for the target operating model

### Campana & Schott

*Head of the Change & Transformation Practice; Co-Lead Future Organisation*

**04/2018 – 12/2021**

*Munich, Germany*

#### Tasks:

- Design and implementation of global programmes during restructurings, SAP migrations, post-merger integrations, and performance improvements in retail, pharma, energy and mobility
- Formed and led the Change & Transformation Practice, expanding from 4 to 45 consultants across 5 locations. Co-led the Future Organisation Unit, focusing on organisational excellence, business models, cultural change, and enterprise agility
- Sales responsible and developer of key customers on C-level. Management function of the Munich office

#### Selected projects:

- Head of the transformation team during the company-wide reorganisation and merger of a leading international technology group. Responsible for organisational development
- Developed and implemented the transformation strategy for the restructuring of a DAX company's internal IT service provider, advising on business process improvement and agility

**Tasks:**

- Responsible for reengineering of processes and structures of organisations, change and project management during global restructurings, transactions and technology projects in the financial, retail and services industry. Advice in the areas of organisation and leadership for senior executives

**Selected projects:**

- Leading the transformation strategy & execution for GSA countries of the world's fifth largest SAP introduction in the field of services. Adviser of the organisational excellence team
- Responsible for the definition of the change management strategy and execution of the world's largest SAP retail introduction and process optimisation. Responsible for the cultural change

**Strategy & Organisation - Fraunhofer Gesellschaft**

Doctoral Student in Cooperation with Leipzig University

**09/2012 – 02/2014**

Leipzig, Germany

**Tasks:**

- Disciplinary leadership of scientists. Development of strategies and recommendations for operating models of medium-sized companies. Lectures and trainings for academia and businesses in the areas of leadership, virtual cooperation and innovation

**Global Strategy – Bayer Business Services**

Senior Strategy Consultant

**06/2009 – 08/2012**

Leverkusen, Germany

**Tasks:**

- Design, scope and delivery of business models. Development and optimisation of sales and distribution processes
- Project management roles in various transformations. Development and implementation of change management strategies

**Selected projects:**

- Head of the project management office (PMO Lead) and the business model team of a 50-project member strong transformation and carve-out project
- Change management and PMO Lead of the largest IT transformation within Bayer AG

**Education**

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**Leipzig University (Business Faculty) – Leipzig, Germany****09/2012 – 07/2016**

Degree: Dr.rer.pol.

Title of the dissertation: "The influence of a global corporate culture on the leadership of virtual teams"

**Università Cattolica del Sacro Cuore – Piacenza, Italy****09/2006 – 09/2008**

Degree: Master in International Management | Achieved 105/110 (very good)

Degree: Diploma in Business Administration | Achieved 100/110 (very good)

**Lancaster University – Lancaster, UK****09/2004 – 08/2006**

Degree: Bachelor with Honours in Management | Achieved 2.1 class (good)

**Frankfurt International School – Frankfurt, Germany****09/2004 – 06/2006**

Degree: International Baccalaureate | Achieved 33 points (good)

**Languages**

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- German: Native
- English: Native level fluency
- Italian: Fluent
- Croatian: Fluent

**Skills & abilities**

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- Certified Systemic Coach
- Major of the Reserve (Army)

# DR. CHRISTOPHER TAUSCHER

CV

## 16+ years experience

Accomplished and performance driven executive with 14 years of experience in revenue growth, performance improvement, divestments and transformations with recent experience in leading the stabilisation and divestment of a 1.8 billion Pounds healthcare retailer.

## Areas of expertise

Value Creation  
Performance Improvement  
Commercial Excellence  
Divestments  
Target Operating Model  
Business Strategy

## Conducts business in

German  
English  
Italian  
Croatian



## Experience

Interim Manager and Adviser for Private Equity (since 2022) // Implement Consulting Group, Partner (2022) // Campana & Schott, Head of Change & Transformation Practice (2018-2021) // Ernst & Young, Manager (2015-2018) // Fraunhofer, Research Associate & Doctoral student (2012-2014) // Bayer Business Services, Senior Strategy Consultant (2009-2012)

## Education

Doctorate in Business, Leipzig University (2014) // Master in International Management, Universita Cattolica (2008) // Diploma in Business, Universita Cattolica (2008) // Bachelor with Honours in Business, Lancaster University (2008)

## Project highlights

Life sciences and healthcare (**Private Equity**): Lead of the value creation, carve-out and divestment of a 1.8 billion Pounds healthcare retailer. Responsible for cost cuttings and stabilisation of the running business.

Life sciences and healthcare (**Private Equity**): Lead of the value creation and divestment of a 550 million Pound healthcare service provider.

Consumer goods and services (**Private Equity**): Restructuring of the sales organisation to realise 9% EBITDA increase.

International retailer (**Private Equity**): Project responsible during the restructuring of an international retailer.

# DR. CHRISTOPHER TAUSCHER

CV



## Selected projects in more detail

- **Life sciences and healthcare (PE):** Leadership and recovery of the carve-out, value creation and divestment of the 1.8 billion Pounds retail division of a British healthcare company. Responsible for cost cuttings and stabilisation of the running business as supervisor of the management board. Accountable for the 140+ member project team delivering over 600 million Pounds in proceeds within an eleven months timeline. Increased net proceeds by 80 million Pounds through a combination of provider negotiations and enhanced on-time project deliveries. Role: project responsible, board supervisor; subject matter expert.
- **Life sciences and healthcare (PE):** Lead of the value creation and divestment of a 550 million Pound healthcare service provider. Reduced overhead costs by 25% by realigning the cost structure with the new core business model. Increased sales volume through new services and product range. Lowered net working capital from 38 to 18 million Pounds by revising inventory management and supplier / customer payment terms. Overall increase of EBITDA from 700.000 to 6.5 million Pounds. Role: project responsible, subject matter expert. Role: project responsible, C-level adviser, subject matter expert.
- **Consumer goods and services (PE):** Restructuring of a sales organisation to realise 9% EBITDA increase. Definition of the strategic ambition and analysis of the current mode of operation to deliver significant growth and performance improvements. Restructuring of the organisation, processes and customer engagement to provide the environment to realise new ways of working. Cultural and leadership programmes to increase effectiveness of collaboration and customer service. Role: subject matter expert, C-level adviser.
- **International retailer (PE):** Project responsible during the restructuring of an international retailer. Developed the future corporate strategy and reshaped the value proposition. Built a new operating model including processes, organisation, governance and leadership; Role: subject matter expert, C-level adviser
- **Life sciences and healthcare:** Reorganisation of an international division of a DAX company and carve-out of the services branch. Led the PMO. Responsible for the design of the future business model and organization. Accountable for the change management team from planning to realisation. Role: project manager, subject matter expert.
- **Consumer goods and services:** Largest SAP rollout in the retail sector. Led the change management team with 150.000 end users. Design and execution of engagement, training and leadership activities. Design of the implementation infrastructure. Adviser of the organisational excellence team. Role: project manager, transformation manager.
- **Consumer goods and services:** Setup and implementation of a Global Shared Services Center. Led the transformation team during the design and setup of a shared service center. Design of the implementation infrastructure for the international rollout including global training hubs, communication platforms and leadership engagements. Role: subject matter expert, transformation manager.
- **Technology, media and telecom:** Redesign of the internal IT service provider of DAX company. Responsible for the analysis and design of the new operating model, organisation, governance and IT services. Executive workshops and coachings to develop the vision, future IT and collaboration strategy. Adviser of the business process improvement and agility team. Role: programme manager, C-level adviser.
- **Technology, media and telecom:** Restructuring of the internal IT service provider. Head of the project management office (PMO Lead), the change management team and a workstream of a 50 project member strong transformation and carve-out project. Adviser of the business process improvement and agility team. Role: project manager, transformation manager.
- **Financial services:** Restructuring of an IT service provider. Led the technical and people team during the redesign of the IT landscape and organisation including IT strategy, outsourcing, procurement, IT platform design, organisational structures and talent development. Coached senior executives. Role: programme manager, C-level adviser.
- **Professional and technical services:** Change Management of the largest SAP implementation in the services industry. Led the change management team of the GSA countries. Responsible for the design and execution of engagement, training and communication activities. Responsible for the cultural change. Role: consultant, subject matter expert.



**Admenta UK Limited**

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Haywood Road  
Warwick  
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July 2024

**Reference letter for Dr. Christopher Tauscher, Seaside Advisory Services d.o.o.**

To whom it may concern,

I am writing to highly recommend Christopher Tauscher, a skilled and accomplished operating professional who worked with us at Lloyds Pharmacy and Healthcare Services from October 2022 to July 2024.

During his tenure, Christopher played a pivotal role leading a team of over 140 professionals through the Lloyds Pharmacy value creation and divestment of the £1.8 billion retail business of 1,283 pharmacies. As a key member of our team and supervisor of the LPL board, he was responsible for the successful delivery of this project, which generated over £550 million in proceeds within a 15-month timeline. He successfully orchestrated the wind-down of the organisation and cost saving measures. His expertise in provider negotiations and project management enabled us to increase net proceeds and achieve significant cost savings.

In addition to his work at Lloyds Pharmacy, Christopher also supported Healthcare Services as an Aurelius representative to the CEO. He played a crucial role in stabilizing the business after the carve-out, implementing a new operating model, and reducing overhead costs by 25%. His efforts resulted in a significant increase in EBITDA and a significant reduction in net working capital.

Throughout his time with us, Christopher demonstrated exceptional leadership skills and subject matter expertise, providing guidance and hands-on support to his team members. He was able to mobilize and lead cross-functional teams, ensuring that projects were completed on time and within budget. His positive and collaborative approach to working in a challenging restructuring environment helped to maintain pace and motivation among team members.

Due to Christopher's level of expertise and dedication to achieving results that have made a significant impact on our business, I have no hesitation in recommending him for any future suitable roles.

Please feel free to contact me if you require any further information.

Sincerely,

**Dominik Müser**

**Managing Director ADMENTA UK Ltd.  
Senior Managing Director AURELIUS**

Dr. Christopher Tauscher  
Seaside Advisory Services

1<sup>st</sup> November 2022

## Reference Letter for Dr. Christopher Tauscher

To Whom It May Concern,

I am delighted to recommend Dr. Christopher Tauscher, who played a transformative role in modernizing our sales division at FLOKK from August to October 2022 by implementing commercial excellence initiatives.

Dr. Tauscher was instrumental in driving business growth and performance improvement. His key responsibilities included evaluating, developing, and implementing margin optimizations. He played a crucial role in setting up the new sales organization and processes, as well as developing the new management team. His efforts resulted in significant scalability enhancements across all sales functions, enabling accelerated future growth and increasing sales effectiveness by 16% and continuing to grow.

Under his guidance, FLOKK experienced a substantial and sustained increase in EBITDA, directly attributed to his expertise in driving financial performance improvement and his natural ability to provide strategic direction. His deep understanding of commercial excellence and sales operating models proved invaluable in stabilizing the business and driving growth.

What impressed me most about Dr. Tauscher was his genuine collaboration style, characterized by mentorship, coaching, and empowerment. He fostered teamwork, re-energized the team, and tapped into hidden reserves of our talent. His dedication to the project was contagious, resulting in a dynamic and motivated work environment that allowed our team to excel even in challenging circumstances.

I fully endorse Dr. Tauscher for any future endeavors. He has made a profound and lasting impression on our organization, and I would be delighted to work with him again. I have no hesitation in recommending him for future opportunities.

If you have any further questions regarding Dr. Tauscher's qualifications, please do not hesitate to contact me.



Philipp Dicke  
Managing Director  
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