

CIRCLE OF EXCELLENCE

COMMERCIAL LEADERS

A Roundtable by Altix Consulting



A roundtable for commercial leaders who want to strategically reflect in a peer group format and extract themselves once a month from their day-to-day business, to gain broader perspectives and industry best practices.



Altix Consulting partners with middle-market B-to-B clients to deliver business strategy, technology and innovation, and operational excellence support. Our in-country, multi-lingual and seasoned business advisors are experienced working in multi-cultural environments.

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Target Audience:

For Commercial Leaders in sales management and marketing management, business development, and aspiring CCO, CMO, CSO, COO's, CEO's, CFO's

Highlights / Benefits:

- High level networking with industry peers
- Onsite learning in world class environments
- Best practice case studies
- Exchange with industry experts
- Invest into, attract, and retain top talents

Format:

- Monthly, ½ day active and interactive power roundtables
- 9-months action-oriented program – 10/2022 – 06/2023
- Mix of industry experts' presentations, roundtable discussions, case studies, and onsite learning

Topics:

- Strategy for Commercial Leaders
- Marketing Management
- Go to market and Business Development
- Sales Management
- Pricing and Market Positioning
- Distribution Management
- Negotiation and Winning Complex Projects
- Sales Management Systems
- Customer Relationship Management / CRM
- Business Intelligence and Data Analytics
- Risk Management

Cost:

- \$4,995 for 9-months program
- Includes presentations by industry experts, roundtable discussions, onsite learning, and case studies
- Individual coaching and mentoring add-on available

About Altix: We are the middle-market international industrial champions' management consulting partner. We provide business strategy, technology and innovation, and operational excellence support, in the world of advanced manufacturing and international supply chain.

About the Commercial Leaders' Circle of Excellence Coach:



Tony Canonaco | Partner Commercial Growth Strategy and Operational Excellence

As a commercially strong General Management Executive, Tony has led teams for public, private, family, and Private Equity owned organizations. He has consistently applied Lean Manufacturing Tools to both the production floor and commercial processes for improved operating margins, working capital efficiency, and accelerated revenue growth. Tony has 25 years experience and a track record of delivering commercial and operational improvements that result in increases in sales performance, revenue growth, and EBITDA expansion through strategy deployment, continuous process improvement, talent development, and cultures of high performance.

Contact: To learn more and to reserve a seat please contact andreas.brockmann@altixconsulting.com