

Toccoverde – Moritz Koppensteiner, Dipl. Ing, MBA

- **Why Toccoverde?**

Toccoverde is the almost perfect example for successful international teamwork. With highly skilled professionals experienced in a broad range of industrial and behavioral applications, there is no problem that cannot be cracked.

A partner like that is an asset for every company.

- **Services to the customer**

Consulting - Coaching - Trading

Based on these pillars, I give strategic and technical support in international business providing:

- Project Management: detailed planning, team building, budget and controlling, risk analysis and evaluation, customer interface
- Supplier Development: coordination of improvement processes, target definition and control, problem analysis and solution proposals
- Cost Reduction: quality and value analysis, alternative material investigation, value stream mapping and process/productivity analysis, introduction of continuous improvement process
- Business Coaching: corporate / area strategy design, independent technical/emotional support, priority/bottle neck analysis and adjustment
- Management + Team Coaching: principals of human interaction, motivation engines, assertive communication
- Business Development: market analysis, customer-supplier approach, business representation
- Local Purchasing: identification and validation of Portuguese suppliers, direct commercial partnership, series deliveries under full responsibility

- **Approach in doing so – motto?**

Quoting Peter Drucker: *'Effectiveness is to do the right things, Efficiency is to do the things right'* - it is my job to constantly question, adjust and check both statements while supporting who has not sufficient time, skill or experience to do it.

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• **Background**

Born in Germany, grown up in Austria and now living for almost 20 years in Portugal, I have developed a special sensibility for inter-cultural issues practicing decades in communicational “bridge-building” within industrial context.

Graduated as a mechanical engineer, I have built a strong technical basis in years of development activity and then, with support of an executive MBA, grew into management responsibilities within the automotive industry, as Project Leader, Product Engineering Manager and Managing Director, always in international business environment.

Based on this experience, I have founded the company *Koppensteiner Technologies, lda.*, shortly *KOPPtec*, in order to put my services accessible to everyone perceiving the need.

• **Experience in field**

- 2013-today: Managing Director, Koppensteiner Technologies, Portugal
- 2012: Managing Director, LNMoldes Group, Portugal
- 2009-2012: Product Engineering Manager Europe, Simoldes Plastics Division, Portugal
- 2000-2009: Project Manager, Simoldes Plastics Division, Portugal
- 1993-2000: Development Team Leader, Bosch Thermo-Technologies, Germany / Portugal
- 1991-1993: Independent Designer, Codas GmbH, Germany

• **Academic base/training**

- 2013 International Certificate Life Coaching, Solfut, Portugal
- 2010 Lean Management, Giagi, Portugal
- 2009 Coaching and Leadership, Fase III, Portugal
- 1999 Executive MBA, IEP Portugal, ESADE Spain
- 1991 Mechanical Engineering, Technical University Graz, Austria

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- **Geographical horizon**
Worldwide, focusing on Portuguese, Spanish and German speaking countries
- **Languages**
German, English, Portuguese, Spanish