



MARCO BIANCHI

CONSULTANT | PROJECT MANAGER

Technical and business education and training. More than 30 years of experience in managing companies, departments, profit centres and projects in the electrical installation industry. Of these, 25 years of management experience at the level of board of directors, CEO, head of department. Successful turnaround management, corporate development and special projects.

CAREER

2020	Consultant Project Manager, INEXTR GmbH
2020	Project work: Digitization? What now? What should we expect from the perspective of an SME in the electrical installation industry?
2015 – 2019	CEO / Board of Directors, reorganization and reconstruction company, Frey+Cie Elektro AG Zug (freycie.ch)
2007 – 2015	Sales Manager (Member of Executive Board and Board of Directors), reorganization, integration into group and development of company after takeover, development of new core competencies, coaching of management, Frey+Cie eltel AG (eltel.ch)
2005 – 2007	CEO / Board of Directors, company foundation, market establishment, market analysis for company takeover, Frey+Cie Elektrotechnik AG (Frey+Cie Aarau)
2002 – 2005	Head of Projects Acquisition Marketing, special projects such as: PCB disposal, radiation-reduced transformer, EU program Greenlight, expansion, preparation of company takeovers, IBAarau Elektro AG (today eniwa.ch)
1993 – 2002	Head of installation department, reorganization department, development of core competencies for the industry, IBAarau Elektro AG (today eniwa.ch)
1986 – 1993	Project manager, technical manager, overall project manager of switchgears > 1'000 A, among others ABB CMC-Systeme AG
1982 – 1986	Electrical installer, leading electrical installer for industrial plants and special projects in Europe and CH, various companies
1978 – 1982	Basic training electrician, Wüest Elektro AG

DEGREES

- St. Galler Leadership Diploma, St. Gallen Management Institute SGMI, St. Gallen
- St. Galler Sales and Distribution Management (Sales Manager), Management School St. Gallen MSSG, St. Gallen
- Lighting Planner SLG, Swiss Lighting Society SLG, Olten
- Diploma in Corporate Management SIU, Swiss Institute for Entrepreneurship Training SIU, Bern
- Advanced technical examination for electrical installers VSEI, at the Swiss Technical College STF, Winterthur
- Training Project Manager, ABB CMC-Systeme AG, Lenzburg / Baden
- Basic training as Electrician EZF, Aarau

Marco Bianchi has a broad practical experience in the corporate field of business development and change management combined with targeted training. His competencies include reorganization, integration, and company evaluation as well as the development of new services including management and personnel development. All facets of complex corporate transformation have been experienced and mastered in practice.

Marco Bianchi, born 1962, is married, father of two children and lives in the region of Aargau South.