



Ventures  
Mentoring  
Family firms  
Management

## Dr Pablo HAFNER

**I help small and mid-size organizations  
become self-sustaining innovators.**

B2B Industrial, Agribusiness, Infrastructure  
Family-owned Firms & Startups

*How can you make your company grow  
benefiting from sustainable business models  
and digital technologies? And all this in times  
of big uncertainty?*

### What do I offer?

- ▶ Pragmatism, resilience and empathy.
- ▶ Passion for creativity, diversity, strategic thinking & change management.
- ▶ Big business network at shareholder and C-Level in Europe & The Americas.
- ▶ Expertise in corporate strategies for various industries (B2B) and markets, business models and technologies.
- ▶ Strategic Business Development & Innovation with focus on client needs, market segments, value added and digital growth.

### How can we work together?

- ▶ Being your advisor, mentor, board member or investor, or
- ▶ Assuming (interim) management functions within your company.



Entrepreneur, Motivator & Implementer

## CURRICULUM VITAE

# PABLO HAFNER

Sagenstrasse 14  
6318 Walchwil  
Switzerland

ph@phafner.com  
+41 76 336 6359  
www.phafner.com

## LEADERSHIP & OPERATIONS

*CEO and/or Managing Director positions at*

- **PASSINA (RIVELLA) Group** (Fruit juices and ingredients, Global), **Group CEO**
- **MICROTHERM GmbH** (Thermostats, S. Europe & Americas), **Managing Director**
- **ASCOM SA** (Division "Transport Revenue", France & Spain), **Managing Director**
- **BRUGG GROUP** (Division "Rope technology", Southern Europe), **Managing Director**
- **SCHINDLER ELEVATORS Spain SA** (Branch office), **Division Head**

## BUSINESS CONSULTING

*Governance, Strategy & Mentorship (focus on Family Firms & Startups)*

- **P HAFNER GmbH** (own company), **Founder & Director**, [www.phafner.com](http://www.phafner.com)  
Mentorship & growth advisory to "tech-startups" (Tourism, PR, Food Products, Agribusiness, Retail)  
Governance services to several company owners across Europe (undisclosed names)

## ENTREPRENEURIAL ACTIVITIES

*Own ventures: idea generation - business implementation – exit to third parties*

- Tech-based start-up – First bike-sharing system in Madrid (Spain)
- Tech-based startup – Assessment tool for strategy & governance in family firms (Switzerland)

## ACADEMIC ACTIVITIES

- Department of Management, Technology, and Economics. **MSc Mentor**. ETH Zurich, Switzerland
- Institute for Corporate Governance, **Research Associate**. Universität St Gallen, Switzerland
- Witten Institute for Family Business, **Visiting Lecturer**. Universität Witten/Herdecke, Germany
- International Business Families Centre, **Research Associate**. Mc Gill University, Canada
- Entrepreneurship and Family Business, **Associate professor**. Business School Lausanne, Switzerland

## SUCCESSES FROM KEY PROJECTS (Selection)

- Full transformation of a global holding to recover from big losses continued by the divestment of the whole (End-to-end operations of food products and ingredients, Switzerland & The Netherlands)
- M&A between two leading global technology players (Transportation and mobility solutions, Switzerland & France)
- Expansion of the company from Switzerland to Spain, and from there to Portugal, Morocco and LatAm (Steel rope technology for public works, Switzerland)
- Guidance to a startup to internationalize operations (Digital platform for real estate management, Switzerland)

## EDUCATION

- PhD in Economics (University of St Gallen, Switzerland)
- MSc Management (Boston University, USA)
- Executive Education courses at Warton (USA), IMD (Switzerland), IESE (Spain), CEIBS (China)

## LANGUAGES

- Fluent: Spanish, German, English & French
- Knowledge: Italian & Dutch

## INTERESTS

- Mountaineering, Rowing, Sailing.
- Art, Design, Writing.
- Family, Friends, Socializing.