

A man in a dark suit and white shirt is shown from the chest up, looking directly at the camera. He has his arms crossed. The background is a solid orange color. Overlaid on the image is a word cloud of business-related terms in various sizes and orientations. The word 'competence' is the largest and most prominent, centered over the man's chest. Other words include 'concept', 'strategy', 'team', 'quality', 'reliability', 'experience', 'performance', 'professionalism', 'goal', 'knowledge', 'creativity', 'service', 'ability', 'dynamics', 'responsibility', 'flexibility', and 'service'.

concept strategy
team quality reliability
performance experience
service ability goal professionalism
knowledge competence
creativity dynamics responsibility
flexibility

MEDiSALES.PRO 
Business Development and Realisation



THE BRIDGE BETWEEN CUSTOMER AND PRODUCT

Markets are becoming increasingly complex, transparent and competitive. Information on products and services is available with just a few clicks, international providers enter the competition, partnerships are formed or are terminated on an ad hoc basis.

This dynamic does not stop at any industry.

Those who act in this environment with the right strategy and relevant information secure sustainable competitive advantages.

RECOGNIZING OPPORTUNITIES – UNLOCKING POTENTIAL

Long-term corporate success arises from clear vision, structural excellence and consistent implementation.

I support you in identifying strategic opportunities, developing scalable business models and aligning organizations for sustainable growth.

Your partner for strategic management and business development

In a dynamic environment, clear positioning, entrepreneurial agility and a resilient structure are crucial.

With my many years of experience in management and organizational development, I accompany companies in the transformation of central business areas, expansion into new markets and the optimization of their control and decision-making processes.

Your vision – our common path

Every company pursues individual goals.

My aim is to understand your vision and to translate it into measurable strategies and sustainable structures.

Whether market development, strategic partnerships or organizational growth – I support you in setting up your company efficiently, future-proof and effective.

Let's work together to leverage potential, seize opportunities and future-proof your company – with a clear orientation, effective structure and corporate responsibility.

Experience shapes leadership – and mistakes are valuable teachers.

My long career has not only allowed me to grow strategically and professionally, but has also given me a deep understanding of change, responsibility and sustainable success. I see challenges and setbacks as opportunities to sharpen my leadership skills, make informed entrepreneurial decisions and successfully inspire teams.

Through reflected further development and clear goal orientation, I combine strategic foresight with pragmatic implementation – for sustainable success in dynamic markets.



PRAGMATIC | IMPLEMENTABLE | MEASURABLE

Successful strategies are practical, agile and effective. I provide you with structured, well-founded and directly implementable solutions that are specifically aligned with your overall strategy, value creation and market dynamics.

Transparency, a clear roadmap and measurable results are the focus.

I attach particular importance to a data-based, analytical approach, combined with entrepreneurial pragmatism. Each strategy is tailored to your individual market conditions – from the identification of untapped potential to successful implementation.

Through this approach, we not only achieve short-term successes, but also create sustainable competitive advantages and growth prospects.

WHERE DO WE START?

Market analysis and strategy development

A resilient foundation starts with sound analyses. I support companies in systematically recording market trends, competitive dynamics and internal potential. From this, we develop tailor-made strategies that enable profitable growth and create sustainable competitive advantages.

Business development and corporate orientation

Growth needs more than sales – it needs clear structures and scalable business models. I support companies in the further development of their organization, market development and the establishment of efficient structures for the implementation of strategic goals – from sales to the entire value chain.

Innovation Management and Product Strategy

Innovation is a driver of sustainable competitiveness. I identify relevant technologies and business approaches and anchor them in existing processes in a structured way. This creates differentiating offers and future-proof market positioning.

Operational management and performance control

Efficient corporate management is based on transparency and implementation strength. I develop structured management models, implement KPI-based management tools and help to make operational processes measurable, scalable and future-proof – in sales, service and operations.

PERFORMANCES

I support medium-sized companies in the establishment, further development and sustainable management of high-performance structures. My focus is on holistic management – with a clear focus on growth, efficiency and future-proofing throughout the company.



My services at a glance

- ⌘ Fast, well-founded decision-making at management level, combined with corporate responsibility and a clear focus on results.
- ⌘ KPI-based management model – Development and implementation of analytically sound management tools to optimize company performance and resource use.
- ⌘ Strategic organizational development – from the establishment of scalable structures to process optimization to preparation for growth, expansion or transformation.
- ⌘ Promoting innovation and business model development – identifying new value creation potential and integrating future-oriented business approaches.
- ⌘ Intercultural leadership skills and international business development, supported by many years of experience in different markets and a high level of operational implementation competence.

TOGETHER ON THE WAY TO SUCCESS

My approach is based on three central steps:

Detect | Structuring | Implement

We work together to find the right building block for every need – either individually or individually combined. In each of these service modules, my commitment is unwavering. Your vision becomes my mission to realize your goals. The combination of identification, structuring and implementation forms the foundation on which we move your company forward. Their successes are my triumphs and together we will write a success story.

RECOGNIZE

An in-depth analysis of your current market and competitive situation forms the basis for a precise and well-founded strategy.

I identify untapped potential, identify possible risks and point out concrete optimization opportunities to successfully develop your business.

If the overall project is to be successful, two criteria are important: the skills of each individual and their perfect interaction.



The market analysis - i.e. the collection of all information relevant to your company of the customers that can be reached, the competitors, the possible sales channels, the potential synergy partners, the distributors - provides the strategically valuable data for your company and your products.

STRUCTURE

Based on the insights gained, I develop a tailor-made roadmap with clearly defined goals. This includes well-thought-out resource planning, coordinated milestones and the creation of a solid basis for efficient implementation.



Forecasts and extensive evaluations of figures and data are becoming increasingly difficult.

With expertise, "weird" ideas and a large portion of intuition, however, meaningful visions can still be developed and successfully implemented.

IMPLEMENT

I actively accompany you in the implementation of the measures developed, steer progress through precise monitoring and continuously optimize your strategy.

By regularly adapting to market changes, I ensure that your business activities remain successful in the long term and deliver measurable results.



Corporate management no longer has to deal with present problems, but has the freedom to shape the future.

PROFILE

Torsten Schäfer – Strategic Managing Director & Business Developer

25+ years of management experience in medium-sized companies, corporations and start-ups

13 years of management experience in high-growth and transformation-intensive environments

Specialized in the combination of strategic management, structural development, sales excellence and sustainable scaling

Core competencies

- Corporate Strategy & Business Transformation
- Leadership responsible for results
- KPI-based management & data control
- Organizational Development & Team Building
- Sales strategy & international market development



PERSONAL STYLE

"I approach tasks with precision, structure and analytical thinking.

Clarity and unambiguous communication are important to me – especially when collecting and interpreting key figures.

I am fascinated by practical solutions, and I bring creative, well-thought-out ideas to projects.

Even under pressure, I keep calm and work critically and goal-oriented to identify opportunities beyond the obvious.

My focus is on penetrating complex interrelationships and developing innovative, sustainable solutions from them.

In teams, I make sure that everyone makes their contribution and that we consistently pursue our goals. My critical thinking and attention to detail help to create structures and make processes efficient."

PREVIOUS CAREER

Interim

Sales Director Middle East, Asia Pacific | Medical

Business Development Germany | Pharmaceutical automation

Head of Sales | IT solutions, cross-industry

Permanent

Director of Global Business Development | Healthcare – Investment Assets

Managing Director | Healthcare - Capital Goods, Consulting

Head of Sales and Marketing | Metalworking industry - Products and assemblies, cross-sector

Head of Sales | Healthcare - Capital Goods, IT Solutions, Consulting

Managing Director | Healthcare - IT Solutions, Consulting

Division Manager and Product Manager | Metalworking industry - Capital goods

Field Sales | Healthcare - Capital Goods

Field Sales | Healthcare - Medical Technology, Consumer Goods



For details on the individual tasks and positions or on references, please contact me.

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