

# Urs Rust

Partner

Executive Search for the industries:

- Information Technology
- Telecommunications

## Formations Group AG, Executive Search & Consulting, Zug/Schweiz

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## Your consultant Urs Rust specializes in

- Seeking and selecting highly qualified management personnel and specialists in the finance, human resources and sales area in cross-industry operations and organizations.
- Analysing requirements situations with strategic and operative personnel planning.
- Particularly discriminating recruitment of management personnel in the upper cadre such as CFO, heads of administration/finance, HR managers, and specialists in the ERP environment (e.g. SAP).

## Additional focal areas in

- Advising companies, management and skilled personnel with reference to the planning of strategic projects particularly in the ERP environment (e.g. SAP projects).
- Coaching during the implementation phase.
- Evaluation/procurement of software in the financial area and introduction of the selected products in various enterprises
- Building up start-up companies
- Mergers & acquisitions
- Troubleshooting

## Background

- Sales marketing director Europe at a leading US manufacturer of software products (1300 employees with 80 branch offices)
- Europe sales director at a leading German software and IT service company.
- Responsible for building up the European sales organization
- IPO with a Swiss software company, in the capacity of sales / marketing director
- Switzerland managing director at a leading manufacturer of software products
- Switzerland managing director at an IT service company
- Global account manager
- Commercial and international management training
- Administrative board / executive board at information technology companies, with market responsibility