

Pierre-Matthieu HIEBER EM Lyon

CEO for SMART & SUSTAINABLE BUSINESS

Sustainable strategy – International footprint – optimization & development

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Personal data

Location: Lyon aera - France Mobility: whole world +33 6 43 07 93 88 pm.hieber@wanadoo.fr

Training and development

2018 - 2020 : EMLyon Executive MBA

2016 - 2020 : APM

Management & personal development

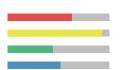
2006 - Project management PMP

1998 – Strasbourg University ULP Bachelor in Physical and mechanics

Soft skill et values

Relationship Leadership Ethic Loyalty Global Strategic

Dominance Influence **S**tability Conformity



Network and association

Vice-chairmain of VILESTA cluster

"Entreprendre" network: advisor

100000 entrepreneurs: speaker

Languages



Hobbies









Experiences

GM Manufacturing From 2021

LIEBHERR Mining Equipment Mining construction machinery

- Global and international manufacturing footprint assessment.
- Direct cost reduction program.
- Interconnected manufacturing networking, building synergies to optimize asset usage and $C0_2$ footprint.

Achievement in 2 years:

- → transparent global cost model for global landed costs.
- → Make-or-buy strategy incl. decision framework and criteria.
- → Value chain optimization and nearshoring program.
- → Task force for supply chain resilience to reduce risks of volatility.

CEO & Founder AVISEO

From 2020 Chairman and board advisor

- Smart and Sustainable International Business strategy.
- Global footprint strategy: alliance, greenfield and cooperation.
- Organizational change and HR program.

CEO TMS Company | Herrenknecht AG Underground construction special vehicle From 2013 to 2019

- Creating the company strategy for sustainable growth in line with shareholders profitability targets.
- Implementation of industrial tools and resources for an international business framework.
- Orchestrate change management for continuous improvement and innovation.

Achievement in 5 years:

- → Increased turnover from 7.5 to 20 Mio€ whilst maintaining desired company profits, international market share improved from 30 to 50%, sustainable growth strategy established.
- → Set up an innovation process and roadmap for leadership position in the market.
- → Built up strategic alliances in line with stakeholders analysis method to increase market penetration for large target strategic projects.

Product line manager Herrenknecht AG **Tunneling construction machinery**

- Analyzed and evaluated the technological tendencies of the mechanized tunnelling business.
- Defined the market / product adequacy in relation to market types, location and customer profiles.

Project manager

2009 – 2011 2003 – 2009 1998 – 2003

Automotive industry L&L Product Europe MUBEA AG

PSA Peugeot Citroën