

SUSANNE STRUZ



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CORE EXPERTISE

Transformation & Performance

PMO & Governance Design

Operational Excellence

Working Capital & Procurement

Change Architecture

Stakeholder Alignment

High Performance Organization

Executive Steering Preparation

Lean Leadership

INDUSTRY EXPOSURE

Industrial Goods & Mechanical
Engineering

Automotive & Power Systems

Building Materials & Industrial
Manufacturing

Telecommunications

Retail & E-Commerce

TRANSFORMATION | GOVERNANCE | PERFORMANCE

EXECUTIVE PROFILE

Senior Transformation & Operations Executive with international experience across industry, retail, and consulting environments. Specialized in performance programs, PMO architecture, and governance design within complex organizations.

Combines strategic transformation architecture with hands-on execution across the entire value chain – from procurement and working capital to shopfloor optimization and leadership alignment.

Operates confidently at executive level and drives transformation from the perspective of a former line executive with full P&L and organizational responsibility.

PROFESSIONAL EXPERIENCE

EFESO Consulting Austria | Vienna

Senior Consultant – Operations & Transformation

09/2022 – 02/2026

International transformation and performance improvement programs across industry and retail (incl. Liebherr, Rolls-Royce Power Systems, Swisspearl, Deutsche Telekom, Audi)

- Built and led a Project Management Office (PMO) within an international transformation program
- Established governance structures, KPI frameworks, milestone tracking and budget control
- Prepared executive-level decision materials for Steering Committees
- Identified, assessed, and actively managed project risks
- Designed and implemented comprehensive change management architectures
- Facilitated management workshops and high-performance initiatives
- Supported and implemented organizational realignment initiatives
- Initiated and executed shopfloor and procurement optimization measures
- Coached senior leaders in lean leadership, performance behaviour, and transformation communication

Made a significant contribution to stabilization and sustainable performance improvement in demanding transformation environments.

EDUCATION & EXECUTIVE DEVELOPMENT

MBA Digital Business – University of Applied Sciences Burgenland

Diploma in Business Criminal Law & Compliance Management

Diploma in Business Psychology

BA in Retail Management (IHK Düsseldorf)

LANGUAGES

German – Native

English – C2

Spanish – C1

METHOD TOOLKIT

KPI-Frameworks

Shopfloor Management

Risk Management

Budget Tracking

PMO Setup

Just by ChriSu GmbH | Laufen

Founder & Managing Partner

07/2016 – 11/2022

- Built and scaled a fashion company from concept to operational execution
- Full end-to-end responsibility for design, sourcing, production control, and supply chain
- Acquired national and international retail clients
- Established stable supplier networks across Europe and Asia
- Managed P&L, liquidity, and working capital
- Developed and executed digital sales and marketing strategies

limango GmbH (OTTO Group) | Munich

Head of Buying

07/2011 – 06/2016

- Led and developed international buying teams
- Held full budget and profit responsibility
- Managed international brand sourcing and supplier relationships
- Controlled margins and working capital
- Scaled e-commerce structures

TK Maxx | Düsseldorf, Vienna

Buyer

09/2008 – 06/2011

- Conducted international market analysis and trend scouting
- Negotiated supplier contracts and closed international bulk agreements
- Ensured optimal pricing and margin structures

Earlier Leadership Roles in International Fashion Retail

Peek & Cloppenburg | Appelrath Cüpper | Wehmeyer

- Led womenswear buying departments with full budget responsibility
- Managed international supply chains (Asia, Turkey, Europe)
- Developed assortment and target group strategies
- Led and developed teams