

Contact

m@hirtandfriends.at

www.linkedin.com/in/dr-michael-hirt-a960101 (LinkedIn)

Top Skills

Management Consulting

Strategy

Leadership

Languages

English (Native or Bilingual)

German (Native or Bilingual)

French (Native or Bilingual)

Certifications

Certified Management Consultant (CMC)

Certified Supervisory Expert (CSE)

Honors-Awards

Reference from a delighted Client - Harman Automotive Division

Reference from a delighted Client - SKB Group

Reference from a delighted Client - BSH Home Appliances Group

Reference from a delighted Client - BAWAG P.S.K. Group

Reference from a delighted Client - BSH Home Appliances PTE. LTD., Singapore

Publications

Das CEO-Handbuch - The CEO Handbook

Great Consultants Made in Austria and What Managers Can Learn From Them Today

Read Michael Hirt's German Management-Blog

88 Wege, mit Trainings die Zeit zu verschwenden - The 88 Most

Dr. Michael Hirt

Management Consultant | Executive Coach | Online Coach | Keynote Speaker

Austria area

Summary

Dr. Michael Hirt, LPSF (Harvard), MBA (INSEAD), is President & CEO of HIRT&FRIENDS, a global management consultancy (*2001) that helps its clients to achieve and master profitable growth through exceptional, measurable improvements in individual & organizational effectiveness and results. Previously Hirt was with BCG, a leading global advisor on business strategy, the Austrian state industry holding group and privatization agency ÖIAG, and HSBC Investment Bank in London.

In addition to his management consulting practice, Hirt takes on a maximum of 5 executive coaching clients at the same time, typically board members, managing directors and division heads whose work is of critical importance for the success of their organization. He also offers highly effective online coaching and consulting via video phone, telephone and e-mail.

Hirt is Director of the Austrian Institute for Management Innovation and Director North America & Australia of the International Corporate Finance Network, ICFN.

He accepts only value-added consulting assignments with specific result objectives & measurements and unconditionally guarantees his work. All his work has in common the relationship orientation, intellectual leadership, pragmatism, humor and energy that he brings to any assignment.

Michael has over 20 years of experience in a broad range of industries including: Consumer & Luxury Goods, Media, Energy, Information & Communications Technology, High Tech, Engineering & Metals, Transportation & Logistics, Financial Services.

His MBA is 'with distinction' from INSEAD, the leading global Business School and he is practicing in German, English & French.

Hirt has published widely on management topics, is a lecturer at renowned universities and frequently asked by the press to comment on management issues. Hirt and his family live near Vienna (Wien)/ Austria (Österreich).

IMPRESSUM gem. §5 ECG: <http://www.michaelhirt.at/about/>

Experience

HIRT&FRIENDS GmbH | Management Consultants | Global
Growth Experts

19 years

President & CEO

2001 - Present (19 years)

HIRT&FRIENDS (*2001) is a global management consultancy that helps its clients to achieve and master profitable growth through dramatic and measurable improvements in individual and organizational effectiveness and results, by taking an integrated perspective of the three critical elements of High-Performance Organizations: Strategy, Organization and People.

From this integrated perspective, H&F derives its main consulting fields: | Strategy, Business Development, Corporate Finance, M&A | Organizational Development, Operational Performance, Change Management, Transformation | Human Resource Management Performance, Executive Performance through Executive Training and Executive Coaching |

H&F works mostly with global corporations, large privately-held businesses and selected start-ups. The client list of H&F includes Coca-Cola, Johnson & Johnson, IBM, BSH Bosch und Siemens Hausgeräte, Gebrüder Weiss, Harman International, T-Mobile, Mondi, and over 50 similar organizations.

More here: www.hirtandfriends.at

Signature Strengths of Dr. Michael Hirt

His signature strengths are his fast, pragmatic, results-oriented and no-nonsense approach to consulting, his ability to quickly establish good working relationships with strong and self-assured personalities ("alpha animals")

and his ability to quickly grasp the strategic and business dimension of the challenges of his clients, when making recommendations and taking action.

Other Directorships of Dr. Michael Hirt

> Director for North America & Australia of the International Corporate Finance Network, ICFN, an international alliance of specialized financial and legal consultancy firms, committed to provide support in the financial and corporate affairs of companies. All the firms are locally recognized as experts in M&A and Corporate Finance, and engaged in cross-border projects and transactions.

> Director of the Austrian Institute for Management Innovation, AIFMI

Executive Coach | Online Coach

January 2001 - Present (19 years 5 months)

In addition to his management consulting practice, Hirt takes on a maximum of 5 executive coaching clients at the same time, typically board members, managing directors and division heads, whose work is of critical importance for the success of their organisation. He also offers highly effective online coaching and consulting via video conference, telephone and e-mail. Hirt's coaching methods and approaches are based on global coaching best practices that have been tested and scientifically validated more than 10,000 times.

Neben seiner Managementberatungspraxis übernimmt Hirt maximal 5 Executive-Coaching-Klienten zur selben Zeit. typischerweise Vorstände, Geschäfts-führungsmitglieder und Bereichsleiter, deren Arbeit hohe Bedeutung für den Erfolg ihrer Organisation hat. Hirt bietet Führungskräften auch hocheffektives Online Coaching per Videotelefonat, Telefon und E-Mail an. Hirts Coachingmethoden beruhen auf globalen Coaching-Best-Practices, die über 10.000-fach erfolgserprobt und wissenschaftlich validiert sind.

TheRainmaker | Consultant of Consultants

President & CEO

2004 - Present (16 years)

Vienna, Austria

Dr. Michael Hirt

President & CEO | TheRainmaker | Consultant of Consultants

Expert for the Management of Professional Service Firms & for their Business Development

MBA (INSEAD) | LPSF (Harvard)

Based on over fifteen years of experience in advising professional service firms (PSF's) - law firms, investment banks, accountants, tax advisors, management consultants, designers, engineering firms and others - and the latest scientific findings, Dr. Hirt advises these unique and creative companies on a wide range of topics that are critical to the success of large and small professional service firms, such as the leadership of PSF's, client acquisition and client development, employee acquisition and development, management, partner topics and special topics, such as the "one-firm firm", fostering of internal cooperation, industry and topic practice groups, knowledge management and issues of multi-location firms.

Dr. Hirt keeps his client relationships and projects confidential. He advises in German, English and French and in multicultural environments.

More here: www.TheRainmaker.at

Harvard University

Officer - Community Organizer | Harvard Alumni for Fashion, Luxury, & Retail

April 2020 - Present (2 months)

Cambridge, Massachusetts, United States

The mission of our organization is to build a diverse community of Harvard alumni with an interest in fashion, luxury, and/or retail and connect them with one another. With the FLR network, alumni and future alumni from all Harvard schools will be able to exchange ideas, information, and resources to allow for the broader inclusion, success, and influence of the Harvard community within the fashion, luxury, and retail sectors.

Die Presse

Read Michaels Management Column in the Newspaper "Die Presse":
<http://bit.ly/HirtOnManagement>

August 2015 - Present (4 years 10 months)

Vienna, Austria

In „Hirt on Management“ Michael Hirt gives pragmatic and immediately actionable advice on critical management situations and decisions.

Follow Michael Hirt on Twitter here: <https://twitter.com/DrMichaelHirt>

ICFN International Corporate Finance Network

Director North America & Australia

January 2015 - Present (5 years 5 months)

The International Corporate Finance Network, ICFN, an international alliance of specialized financial & legal consultancy firms, committed to provide support in the financial and corporate affairs of companies. All firms are locally recognized M&A/Corporate Finance-Experts and engaged in cross-border projects and transactions

Boston Consulting Group (BCG)

Project Leader

1997 - 2001 (4 years)

Österreichische Industrieholding AG (ÖIAG)

Project Leader

1994 - 1996 (2 years)

Österreichische Industrieholding AG is the holding company and privatization agency of the Republic of Austria. The ÖIAG portfolio includes a number of Top 50 Austrian companies, many of them European players in their respective industries.

HSBC Investment Bank / Samuel Montagu & Co Limited

Assistant Manager

1992 - 1994 (2 years)

Ernst & Young Global Consulting Services

Project Associate

February 1991 - May 1991 (4 months)

Vienna, Austria

Project Associate. Developed internal Executive Information System.

Supported clients with M&A projects.

M&A Bank AG

Project Associate

May 1990 - July 1990 (3 months)

Vienna, Austria

Project Associate in a leading Central European Merchant Bank. Worked with top management of a leading manufacturer of industrial ceramics in the course of their MBO of the company from a large industrial group. Implemented and supported several successful business development initiatives for the bank.

Korn Rechtsanwälte OG (Dr. Gottfried Korn) - Law Firm

Junior Lawyer / Articled Clerk

March 1987 - June 1989 (2 years 4 months)

Vienna, Austria

Junior Lawyer / Articled Clerk in a leading Austrian law firm for Media & Intellectual Property Law. Researched media law, intellectual property law and libel cases.

Die Presse - Leading Austrian Newspaper

Freelance Journalist & Trainee

May 1988 - July 1988 (3 months)

Vienna, Austria

Contributor to the economic section of a leading Austrian newspaper and participated in a trainee program for journalists

GDR Management Consultants

Visiting Associate

August 1987 - August 1987 (1 month)

São Paulo, Brazil

Visiting Associate at the management consulting firm of Gerald Dinu Reiss, a prominent Brazilian consultant, manager and business man: Partner at Reiss & Castanheira Consultoria E Emp Ltda. and Consemp-Consultoria E Empreendimentos Industriais Ltda., Gerald Dinu Reiss is on the board of OdontoPrev SA, Reiss & Castanheira Consultoria E Emp Ltda. and Technos SA and Professor at Business School Sao Paulo and Professor at Getulio Vargas Foundation. He previously held the position of Director-Planning & Development at Grupo Ultra, Founding Partner of Grow, Planning Manager at Metal Leve Industria E Comercio and Director at Consemp-Consultoria E Empreendimentos Industriais Ltda. Dr. Reiss received a doctorate and an MBA from the University of California, Berkeley, a graduate degree from Getulio Vargas Foundation and an undergraduate degree from Escola Politécnica da Universidade de São Paulo.

Education

Harvard Business School

LPSF, Leading Professional Service Firms · (2018 - 2018)

INSEAD

MBA, Master of Business Administration · (1996 - 1997)

Universität Wien

Doctorate, Law · (1983 - 1991)

McGill University

LL.M., Law · (1989 - 1990)

Lycée Français de Vienne

French Baccalaureat & Austrian School Finishing Exam

(Matura) · (1970 - 1983)