

## Senior Expert Corps – a Project of Swisscontact

**Promoting entrepreneurship through expertise – Imparting technical skills through volunteer work**

The retired professionals of our Senior Expert Corps (SEC) are qualified experts on site. Through their consulting services, they provide hands-on, cost-effective support towards sustainable development of companies and institutions.

### SEC Assignment in Mongolia, 2017

Assignment No. 3077

<b>Location</b>	Ulaanbaator, Mongolia
<b>Client</b>	IT Solution Provider
<b>Expert</b>	Walter Zahnd Business Manager
<b>Period</b>	10.05. - 06.06.2017



#### Client Profile

The client is an IT- and communication equipment reseller and a turn-key solution provider. The company has been founded in 2012 and currently employs 19 employees. Target customers are the Mongolian Government and leading companies in Ulaanbaator in the field of Banking, Mining, Oil, Construction and Telecom.

#### Tasks

The client requested consultancy and training in the following areas:

- Organisation structure
- Management processes
- Annual master plan (Sales, Marketing, Finance)
- Development of new business model

#### Results

Jointly with the management team, a new business model was designed, with the aim to secure the future profitability and growth of the company. Reporting tools for finance and sales were developed and introduced. A series of workshops was conducted to improve the management and leadership skills.