



Professor Dr. Guido Quelle, “The Growth Driver,” is one of the rare people worldwide who focuses on creating profitable and sustainable growth as an entrepreneur, consultant, author and speaker for more than 20 years. His clients are active CEOs, general managers, senior executives, and entrepreneurs who are committed to consistent growth. With his consulting firm, Mandat GmbH of Dortmund, Germany, he successfully conducted more than 350 projects with 120+ renowned private and listed companies. His client list includes multinationals such as British-American Tobacco, Deutsche Post World Net, European Dental Partners, Mercedes-Benz, Volkswagen, and Erasmus University at Rotterdam as well as medium-sized companies. More than 5,000 people were involved just in those projects that he himself managed. Prof. Quelle is always in demand when companies are seeking the support that will enable them to continue on a course of sustained profitable growth.

Prof. Quelle is the author, co-author and editor of more than 300 professional articles, six partly European studies, two university course texts and 12 books. His new book, “Profitable Growth – Release Internal Growth Brakes and Bring Your Company to the Next Level,” was internationally published in December 2012. Numerous interviews with Prof. Quelle and reports on Mandat projects and studies provide information about the results of the work performed by Mandat.

Prof. Quelle has a master’s degree in information science and received his doctor’s degree in engineering at the Technical University of Dortmund with a thesis on market segment strategies in commercial enterprises. Prof. Quelle currently teaches “Strategy Consulting” at the SRH University for Logistics and Business Administration at Hamm, Germany.

Prof. Quelle serves as a member and member of the Board in several associations. Through his work on the board of management and as president, Prof. Quelle was instrumental in shaping the skills of the Junior Chamber International in Dortmund for a period of five years, which earned him the Golden Juniors Pin of the German Junior Chamber. The educational initiative known as “JOBfit,” which still gives more than 3,000 prospective young trainees the basic training needed to prepare them for the future each year, was launched under his direction. In his honorary post as a commercial judge, Prof. Quelle uses the opportunity to support society over and above his professional career.

## Biographical Sketch – Prof. Dr. Guido Quelle

Prof. Quelle was awarded the internationally acclaimed title of “Certified Management Consultant,” which is associated with high standards and which is granted to just a very small percentage of all international management consultants in the name of the International Council of Management Consultants Institute (ICMCI). He is member of the American Chamber of Commerce in Germany (AmCham) and member of the German Speakers Association. As the first European member, Prof. Quelle was appointed to the “Million Dollar Consultant® Hall of Fame” by internationally renowned consultant Dr. Alan Weiss in 2008. Prof. Quelle is also the first European member of the Million Dollar Club, a network of some of the most successful consultants worldwide.

Prof. Quelle’s consulting activities have contributed greatly to the fact that Andreae-Noris Zahn AG, one of the TOP 100 German and TOP 500 European companies was awarded both the German and the European Logistics Award in a single year, which was a significant milestone also for Mandat.

His travels, consulting work, studies, speeches and lectures have so far taken Prof. Quelle to 21 other countries. He lives in Dortmund together with his wife and their two Leonberger dogs.

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