



**Bendicht Salvisberg**

Founder and Managing Director

**salvisbergconsulting\_gmbh**

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**Languages**

German, French, English

## salvisbergconsulting\_gmbh

salvisbergconsulting\_ is specialized in various services within healthcare and connecting branches. We support you with our experience and our Swiss wide healthcare network. We meet your needs and offer an individually based assistance.

### References

Depending on the mandate or subject, we will be happy to provide you with the relevant reference persons upon request.

## Bendicht Salvisberg

### Training and further education

- Diploma in Business Administration - Master of Management
- CAS eHealth / in training "Master of Advanced Studies in eHealth" MAS eHealth
- Lean Healthcare expert - Lean Management in Healthcare
- Key Account Management HSG
- Diploma as marketing expert
- IT Project Manager WISS
- Diploma in Technical Business Management
- Various other training courses and seminars, including Selling for Professionals@Swisscom, SAP module courses and F, E language diplomas

## Offer and core competencies

I guarantee an effective collaboration and offer my skills in many areas and a proficient business knowledge (i.e. eHealth@suisse, EPD, KIS, ERP, RIS, PACS, archive data, applied computer science in medicine, image technology, PDMS, ophthalmology). With this synergy we will succeed.

- **Sales Outsourcing** | Marketing and market development | Setting up a sales office in Switzerland for international companies
- **Sales Consulting** | Development of sales concepts - Analysis of sales processes
- **Business development** | Market analyses and market development | Building and maintaining partnerships
- **Marketing & Communication** | Consulting, creation and implementation of marketing strategies
- **Management Consulting** | Analysis and recording of requirements | Preparation and support from tenders to award of contracts | Complete contract negotiations and conclusions
- **Lean Management Healthcare** | Analysis and optimization | Effective and efficient processes with a high customer orientation
- **Interims Management** | Temporary management during a vacancy

## Experiences

More than 20 years of experience as Account Manager, Consultant Business Development and Project Manager within healthcare in Switzerland as well as skills in various subjects are the qualities I'm offering you to meet your needs.

## Professional stations

- |            |   |
|------------|---|
| Since 2014 | Managing director   Sales   Marketing   Business Development   Consulting   <b>salvisbergconsulting_gmbh</b> Services in the area of Sales   Marketing   Business Development and Consulting for the entire healthcare sector in Switzerland. Core competencies include eHealth@suisse, EPD, HIS, ERP, RIS, PACS, eArchive, medical informatics, imaging, PDMS (IMS & AMS), ophthalmology solutions, etc. |
| 2012-2014  | Consultant   Project Manager in Healthcare   <b>Information Consulting Group</b> - Overall Project Manager KIS   IT Coordinator in Healthcare (IT and Medical Technology Solutions)   Budget, Controlling and Project Responsibility   Support and Introduction Windows and Office Migration.   |
| 2005-2011  | Key Account Manager Healthcare   <b>Siemens Schweiz AG</b> - Sales, introduction of clinical information systems (including Soarian Clinicals and ISH-med)   RIS/PACS, archiving and eHealth solutions.   |
| 2002-2005  | Specialised Sales SAP   Key Account Manager Health & Insurance   <b>Swisscom IT Services</b> - Sales, introduction of a core application (SAP for Insurance and Non SAP) at various health insurance companies   Sales, introduction of SAP for Healthcare and other technology solutions and services   Full outsourcing and ASP projects.   |
| 1996-2002  | Key Account Manager Health & Insurance   <b>Sun Microsystems</b> - Development of ICT solution sales for UNIX / Windows (servers, clients, storage, communication solutions) in the Swiss hospital and health insurance market.   |