

Introduction

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smilner



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What we do

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“We create and implement Sustainability,
Business Transformation
and Internationalization strategies”

What we do (cont.)

- gutowski & milner (g&m) is your Result-focused, Action-oriented Strategy Partner
- g&m offers the optimum mix of strategic expertise and delivery experience to help pursue successful development.
- For us, a strategy is not an MBA textbook theory. It's a direct route to success, through clarity of vision coupled with precision in execution.

What we do (cont.)

- Our Managing Partners, Partners and Associates have contributed personally and measurably to the growth of international organizations.
- Across Sustainability, Business Transformation and Internationalization, they know what it takes to move companies forward, profitably.
- And they are proven to have what it takes to deliver, accountably. In today's competitive environment, partners can't be passengers. From Day One, you'll discover we're the active ingredient of your success.

Why you should speak to us

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Why you should speak to us

- You want your business to become sustainable
- You want to make your business more efficient, moving from dated practices to the digital era
- You want to expand your business to new markets, other geographical areas or regions
- You want to grow through diversification / business development
- You want to implement a change management programme

Areas of expertise

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Areas of expertise

- Sustainability
- Business Transformation
- Internationalization

Who we are

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Who we are



Gary Milner
Managing Partner

Gary has “real life / hands on” experience of leading and managing international teams for some of the world’s largest conglomerates – in the fields of IT, Chemicals / Plastics, Pharmaceuticals and Toiletries.

He has a wealth of experience in all aspects of **Sales and Marketing**, and for more than 10 years, performed at **Board level** for a leading IT brand, 6 years of which as **COO & President, EMEA** – during a period of dynamic change / fast growth, whilst at the same time restructuring the business, positioning it for new markets and product segments.

He therefore knows what is needed to create and adapt a suitable **vision / mission** and then has the necessary tools to successfully implement this through **effective leadership**, adjusting the **communication style** for all stakeholders in the business.

During recent years, he has actively worked as **Managing Partner** for gutowski & milner, sharing business insights with their clients. Key focus areas include **Sustainability, ESG, Business Transformation and Internationalization**.

Together with Michael, he is a published author on **International Transformation**.

Additionally, he has lived / worked in Germany for 3 years, as well as well as spending extensive periods of time working throughout Europe, Africa and Asia / Japan – Gary therefore knows what is expected at C-Level on the international stage.

<http://linkedin.com/in/garymilneruk>

Who we are



Michael Gutowski
Managing Partner

Michael is an **Expert** in **Sustainability, ESG, Business Transformation** and **Internationalization**.

After professional positions as **CEO, Managing Director** and **Board Member**, he has been active for several years as **Managing Partner** of **gutowski & milner**.

He is the **author / co-author** of several **specialist books** and, in addition to his work as a **consultant** and **interim manager**, a committed **university lecturer**.

As a **Certified ESG and Sustainable Finance Expert**, one of the focal points of his work is to accompany companies, especially from the **SME** sector, on their way to a **sustainable and taxonomy-compliant future**.

His additional specialization as a **Certified Supervisory and Advisory Board Member** is one of his unique selling points.

The **development** and **successful implementation** of strategies for **Sustainability, ESG, Business Transformation and Internationalization** are part of his daily work.

He has **national** as well as **international experience** in **Europe, Asia, North America**, and the **Middle East**.

As **Head of Mission UAE** of the global **UNO Think Tank Diplomatic Council**, he is responsible for activities in the UAE.

<http://linkedin.com/in/michael-gutowski-b538307>

Thank You

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