



PATRICK MALCOR

Global Growth CEO, Entrepreneur

Walchwil, Switzerland | pm@patrickmalcor.com
+41 79.794.1956 | www.linkedin.com/in/patrickmalcor

Senior International Executive delivering turnarounds, rapid growth, and operational excellence. **Global, multinational experience across 20 countries** with expertise in strategy, operational transformation, and international sales & business development.

Robust and diverse industry experience as an operations & senior executive in large and small companies, international joint ventures, and as a cofounder & investor in dynamic startups.

QUALIFICATIONS

- 10+ years of experience at CEO/MD level; positions companies for rapid growth.
- 17 years in EMEA leading operational transformation, growth, and M&A in multinational companies.
- Successful investing in and leading technology startup operations as a cofounder and director.
- Develops high-performing teams and company culture to deliver superior execution.
- Diverse & responsive professional network of entrepreneurs, executives, investors, thought leaders.

CREDENTIALS

- Education:** MBA - General Management | University of Chicago, Booth School of Business | Chicago, IL
BA - English | Davidson College | Davidson, NC
- Affiliations:** Young Presidents Organization (YPO), Europe Chapter | Member
World Economic Forum, Global Growth Community | Past Representative
Crypto Valley Association of Switzerland | Member
- Language:** Fluent in English and German
- Military:** Former U.S. Army Officer

CAREER HIGHLIGHTS

- **Led businesses at CEO/MD-level** in Germany, Switzerland, Dubai, and Israel with operations in 15 countries.
- **Hands-on leader in business transformation leading revenue growth from \$70m to \$250m** in 5 years and building multi-year customer contracts **backlog to over \$550m**.
- **Cofounder of HRTech driven recruitment and staffing startup**, Precision Talent Solutions, which grew to profitability in its first year of operations supporting international customers with streamlined talent management.
- **Led strategy and software development** of proprietary, enterprise business systems for e-procurement, supply chain analytics, strategic planning, and HRIS; made technology a core differentiator to the company, which was ultimately sold.
- Completely restructured German food distribution business, from losses to **earning \$4.5m in EBITDA**; then grew business **internationally from \$30m to over \$50m annually**.
- Managed international holdings and **delivered superior returns to invested capital** as operating executive for family office group.
- **Steered operational excellence** in company resulting in being **1 of only 15 companies globally recognized as Gold-Tier supplier** for company's largest customer, a public sector agency with over \$30B in annual procurement spend.
- Maintained market position as leading international distributor of brands during extremely challenging market conditions and **grew to over \$10m**. Reduced expenses by 51%, cut working capital by 39%, and grew gross margins by 28%.
- **Developed buy-side M&A pipeline valued over \$350M** for international private equity investment firms and built management team to lead the acquired companies in consolidation strategy.
- **Investor and active director in a startup** delivering cross-border supply chain solutions to the recycling and secondary materials sectors.

Multinational
Operational
Management

Organic & M&A
Growth Strategy

Joint Ventures &
International
Partnerships

Startup Operations

Lean Marketing

Business
Development

Emerging & Frontier
Markets

Technology Strategy

Angel Investing

Fundraising

Career History

Precision Talent Solutions CO-FOUNDER Co-founded a startup recruitment & staffing platform using advanced science and analytics to source & screen management talent for international projects in defense, energy, aid & development, and construction.	Zug, Switzerland 2017 - Present
FRAMCOR MANAGING PARTNER Strategic advisory and management services for international logistics, infrastructure, and technical services. Corporate Strategy, M&A, Operations, and Business Development.	Zug, Switzerland 2016 - Present
rSupply Solutions AG INVESTOR, BOARD OF DIRECTORS Investor and active member of the board of directors for the leading provider of supply chain management solutions for the global circular economy. rSupply enables recycling plants to outsource their complete supply management, provides expanded sales opportunities to suppliers, and assists investors as they enter the recycling market.	Rotkreuz, Switzerland 2014 - Present
Fourth Creek AG MANAGING DIRECTOR Managing Director of international holding company for U.S. based family office. Led overall strategy, restructuring, and divestment of remaining assets in the portfolio.	Zug, Switzerland 2016 - 2017
Theodor Wille Intertrade AG (TWI) CHIEF EXECUTIVE OFFICER Full accountability of operations for the group and its 4 wholly owned subsidiaries providing international supply chain solutions in food, commodities, construction supplies, and industrial equipment for customers in 15 countries. Led from a turnaround situation to rapid growth & development and then to a successful strategic sale.	Zug, Switzerland 2007 - 2016
EDIT Food Logistics Ltd. EXECUTIVE CHAIRMAN Senior executive leading a first of its kind Joint Venture delivering fully outsourced catering, food logistics, and facilities management to institutional customers in Israel. Grew from zero to over 330 employees in its first year.	Tel Aviv, Israel 2007 - 2009
Theodor Wille Intertrade AG (TWI) GENERAL MANAGER & VICE PRESIDENT OF OPERATIONS Headed supply chain services out of Switzerland with operations in Germany, Italy, and Kuwait. Designed strategic plan to restructure company around core supply chain management business and exit non-core businesses and product lines. Presented plan to Board: received approval, led implementation as company's CEO.	Frankfurt, Germany 2004 - 2007
Kellogg Brown & Root (Subsidiary of Halliburton) OPERATIONS MANAGER Lead planner and operations manager for port operations, transport, and life support facilities and related logistics services while based in Hungary with projects throughout Balkans region and Turkey for global provider of engineering, construction, technical services, and facilities management with turnover of \$5bn.	Houston, TX 2000 - 2003
United States Army CAPTAIN U.S. Army officer stationed in Schweinfurt, Germany with the 1 st Infantry Division. Deployed to Balkans in 1996 and 1999.	Multiple Locations 1995 - 2000