

DR. MARTIN CLARK GRÜN

Experience

Founder

Gruen Advisors - Munich, Germany, Investment Banking industry

2010 – Present

Gruen Advisors is an independent M&A and Corporate Development company focused on providing advice on mergers, acquisitions, restructurings, capital raisings, post merger integration and external growth strategy to entrepreneurs, corporations, partnerships and institutions in Europe.

Group Vice President Mergers & Acquisitions

ABB Ltd. - Zurich, Switzerland, Industrial Automation industry

October 2007 – October 2009

Origination and execution of strategically relevant transactions, further development of divisional strategies to enhance organic and inorganic growth (especially ABB Robotics Division)

Head Mergers & Acquisitions

MAN AG - Munich, Germany, Automotive industry

April 2005 – December 2006

Set-up of the newly founded M&A-department, origination and execution of M&A-transactions and divestments, strategy development and market analysis

Head Corporate Marketing Strategy and Planning

MAN Truck & Bus AG - Munich, Germany, Automotive industry,

April 2003 – March 2005

Definition and execution of strategic marketing activities and quantitative market, customer and competitor analysis including financial benchmarking

Assistant to the CEO Håkan Samuelsson

MAN Truck & Bus AG - Munich, Germany, Automotive industry

September 2001 – March 2003

Manager

MAN Truck & Bus AG - Munich, Germany, Automotive industry

March 2000 – August 2001

Languages

German (Native proficiency)

English (Full professional proficiency)

French (Professional working proficiency)

Italian (Limited working proficiency)

Education

PhD program in Business Administration / Management

University of St. Gallen (HSG)

September 2010

Doctoral Thesis titled “Customer Relations after Mergers and Acquisitions: How Relationship Strategies and Realization of Synergies Affects M&A Performance”, published in Gabler Research, 2010

Diplom-Ingenieur in Industrial Engineering (Wirtschaftsingenieurwesen-Maschinenbau)

Vienna University of Technology and Institut National des Sciences Appliquées de Lyon

1999