



“In North America and in Europe,

I help CEOs, VPs and Directors

shift their company to the next level of ...

... revenue generation and team commitment”

Bernard Schilles

International Consultant
Founder and President of Corvalis Consulting

SINCE 1995, CUSTOMIZED ASSIGNMENTS WHICH FOCUS TEAMS AND BOOST GROWTH

“I help my clients fulfill their mission by:

- Changing the way CEOs, VPs and Directors of today and tomorrow address revenue generation and team commitment.
- Taking them away from inappropriate solutions and under-performing processes.
- Helping them develop growth strategies which capture the hearts and minds of individuals across all roles and departments”

“Expect to see serious results from working with me, including:

- Contented shareholders praising the dramatic increase of revenues and profitability.
- Integration of growth-focused and customer-orientation thinking across organizations.
- A more attractive company where happier and more productive employees are managed by leaders that people are willing to work for”

Bernard Schilles

“With the help of Bernard, our company has grown faster than the rest of the group and won more larger contracts than any other subsidiary”

(Laurent M., Country Manager,
Software corporation)



Your issues

Poor sales performance

In spite of reorganizations, trainings and sophisticated systems, your sales figures stagnate. Your competitors win the contracts that you counted on to avoid disappointing financial figures.

Boundaries and silos

Each unit focuses on its formal territory boundaries and your internal silos facilitate your competitors' successes. Rivalries between departments consume internal energy needlessly.

Status quo

Your customer orientation strategy is at a standstill. Despite high spending, your vision struggles to be executed in the field and old problems persist.

A TRUSTING RELATIONSHIP WITH OVER 40 WORLD LEADERS IN THE SECTORS OF TECHNOLOGY, ENERGY AND ENGINEERING



Clients

3M	CGG Veritas	La Poste
3Com	Cisco Systems	Mettler Toledo
Alcatel Lucent	Cofely	Microsoft
Amdahl	Computacenter	Nexterra
Areva	Dell	Q'Max Solutions
Autoliv	Digital Equipment	Rhodia
Avaya	Framatome	Sequent
AZ-EM	Electricite de France	Sierra Systems
Ballard Power	EDS	Silicon Graphics
Bea Systems	France Telecom	SNC-Lavalin
Bull	GDF Suez	Sterling Software
Business Objects	Guerin Systems	Stratus Computer
Canberra	IBM	Veolia
Candle	Informix	VMWare

Your expectations

Accelerated growth and profitability

Your financial figures fulfill your shareholders' expectations thanks to your lean business model designed to win profitable contacts untiringly.

Customer focus and collaboration

All departments unite and conspire so that your company becomes and remains its large customers' preferred supplier. Customers praise the unique value your company provides.

Rapid change at minimized cost

Your Top Management team is undoubtedly knitted even in the face of turbulence. Critical changes which will leverage your competitiveness are implemented rapidly at minimal cost.

Clients' profile

- Leading companies committing significant effort to selling innovative solutions to large organizations whose decision making processes are complex and long.
- Their Top Managers expect their new strategies to be quickly executed in the field and changes aimed at improving competitiveness to materialize effectively at minimized cost.
- With ambitious vision about their future, they expect full support from shrewd leaders instilling team work efficiency and cooperation between departments.

"Our Top Management Team is now considered as the strongest and most efficient among all the Group's subsidiaries in Europe"

(Henri V., CEO,
IT Service European Group)

- **Pragmatic**
- **Strategist**
- **Inquisitive**
- **Committed**
- **Knowledgeable**
- **Independent**
- **Innovative**
- **Analytical**
- **TUNED IN**
- **Challenging**
- **Passionate**
- **Attractive**



« All the solutions that I design for my clients are founded on their specific business, issues and objectives.

Internal buy-in remains my priority concern, execution is my permanent trait »

Bernard Schilles

“Bernard brings tremendous experience to our company. He has had a dramatic impact on the productivity and efficiency of our sales process. I have recommended him to a number of other CEOs as a fantastic asset. Bernard is also just a great guy with fabulous talent”

(Jonathan R., President,
Clean Energy Company)

AN INTIMATE PARTNERSHIP FOUNDED ON PROFESSIONALISM, MUTUAL TRUST AND EXECUTION

Man of action and buy in

- Bernard Schilles **implements** solutions taking **human** and **economic issues** into account.
- With **European** thinking out of the box **capabilities**, he is a business **development** driven professional.

Man of confidence and indefectible ally

- His clients appreciate him as a **confident** who propels them on **specific** trajectories to **success**.
- Together they develop a **strong** and **demanding partnership**, founded on **tune in** and on **execution**.

Man of conviction and challenger

- A **shrewd forward thinker**, Bernard drives people to **push out** their limits.
- **Accountable to nobody**, he likes to **challenge** fashionable statements about management.

“Bernard has outstanding expertise combining human values and a gift for proposing effective practical tools. He brings a wave of energy which triggers entrepreneurship and motivates each of us to go beyond our limits. He helps people be capable of dealing with all types of unexpected situations by themselves”

(Marie Laure M., Europe HR Manager
Telecom Corporation)

EMPOWERING LEADERS WITH PRACTICES WHICH WILL FOCUS THEIR TEAMS AND REGENERATE THEIR COMMITMENT

The **Competitive Collaboration**[®] is a management model created by Bernard Schilles, which favors **team efficiency, buy-in for change** and a reputation of a **value provider company**



Bernard Schilles is the **co-founder** of the Executive Education's "**Sales Management Certificate Program**" at the Sauder School of Business (University of British Columbia, Vancouver).

"Bernard demonstrates hands-on experience of Key Account Sales and Sales Management as well as an extraordinary understanding of his clients' specific business issues"

(Marie M., BtoB Corporate Sales Manager
Energy Corporation)

Bernard Schilles

International Consultant

*A graduated **Engineer** with an **MBA**, an alumnus of **Hewlett Packard** and **Accenture**, a **Certified Consultant** in team efficiency / team leadership and a **Master in NLP**, Bernard Schilles has emerged as a **trusted advisor to over 40 famous corporations**.*

*Born and educated in **Europe** where he spent most of his career, Bernard advises, mentors and trains Executives and Managers in **North America** and in **Europe** since 1995.*

Speaker and Trainer

*Over **3,800 CEOs, VPs and leaders** coming from over **300 private or public organizations**, from over **20 countries** have regenerated their efficiency and their enthusiasm by attending the workshops created and delivered by Bernard Schilles in **English** or in **Parisian French**.*

GAINING A DECISIVE COMPETITIVE ASSET BY RISING YOUR REVENUE GENERATION PROCESS THROUGH THE RANKS



The Profitable Contract Factory® is a competitive business model created by Bernard Schilles, which produces systematically large contracts won, sales objectives achieved and satisfied customers

Fields of intervention

Executive leadership

- Top Management Team leadership
- Chain of command efficiency
- Leadership through turbulent times

Team cohesiveness and commitment

- Collaborative management
- Buy-in for change strategies
- Cross department collaboration

Key account revenue generation

- Strategic planning
- Management of a KAM team
- Large contract pursuit strategy
- Strategic account development

Previous assignments performed in Paris, Berlin, Vancouver, Papeete, Madrid, Zurich, Munich, Boston, London, Calgary, Hamburg, Milan, Veracruz, Noumea, Brussels...

« My aim is to provide my clients with a single interlocutor mastering a consistent set of skills:

- Expertises in :
 - Strategic planning
 - Collaborative leadership
 - Sales business intelligence
 - Change buy-in
 - Multi player decision making processes
 - Team cohesiveness
- Competences in :
 - Management consulting
 - Auditing
 - Training
 - Mentoring
 - Project management »

Bernard Schilles

“Bernard’s tools helped us become a “customer problem solver” instead of a “product pusher”. No sophisticated theory but a new way to understand the business. Less effort and more effectiveness”

(Jean K., Vice President,
High Tech Corporation)



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Bernard Schilles is a member of the TMSDI (Team Management Systems Development International) network, a worldwide organization specialized in teamwork excellence and team leadership since 1980

Bernard Schilles



CORVALIS
A man, a company