

contact

Expertise  
through  
Specialization

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**zehner + partner**

Personnel Consultants  
Mergers and acquisitions in the plastics  
and rubber industry

Our World  
is  
**P**lastics

**zehner + partner**

# Expertise

Our particular strength is our specialization in the plastics and rubber industry which spans many years. We know the industry and the industry knows us. We therefore provide a market place for offers and enquiries relating to companies and jobs.

The consultancy was established in 1973 by commercial graduate Richard Zehner after he had acquired many years of practical experience in leading positions in industry, management and personnel consulting. Detailed knowledge of company structures and procedures form the basis for the current key areas of focus: mergers & acquisitions and the recruitment of senior managers and specialists.

➤➤ **Our partners are specialists with a commercial and technical background** ⬅️⬅️

# Mergers & Acquisitions

You want to sell your company but you wish to prevent those who have no serious purchasing intention or no capital from finding out all the details of your business. Then talk to us. We can also help you if you are looking for a professional entrepreneur from the industry as a successor.

## Services for Sellers

- ✓ Company valuation
- ✓ The drawing up of a profile
- ✓ Preparation and presentation of data
- ✓ The search for investors who have a serious interest and are financially strong - here we use our extensive file of interested parties and also a direct approach
- ✓ Support of sale negotiations
- ✓ Collaboration with other agents

## Services for Buyers

- ✓ The search for company owners who are willing to sell – here we use our file of interested parties and also a direct approach
- ✓ Provision of the necessary documentation and data
- ✓ Support of the contract negotiations

➤➤ **Strict discretion – guaranteed!** ⬅️⬅️

# Personnel Search

You want to avoid appointing the wrong person for the job. Then talk to us. We will assist you in defining duties and requirements and help you to find the right person for the job. What's more, at a reasonable cost and without using the usual expensive job advertisements.

## Philosophy:

➤ Bespoke personnel consulting

## Target Groups:

➤ Senior managers and specialists from the plastics and rubber industry

## Search Methods:

- Candidate pool
- Direct approach
- Compact advertisements
- Internet advertisements

## Fees:

- Paid by the company who is searching
- Reasonable fees dependent on work progress and results
- Minimal one-off advertising costs