

5 Warning Signs:

When Your Company Needs an Interim Manager — and When It Does Not

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Most CEOs call too late. Not because they miss the signs — but because they hope things will resolve themselves. These five patterns show when external operational leadership is the fastest path forward.

1

Revenue stagnates despite existing market potential

The potential is there — but internally the capacity to execute is missing. Sales goes in circles, new initiatives start and stall. No momentum.

2

Margins are declining without anyone stepping in

The numbers worsen quarter by quarter. Analysis exists, decisions do not. Or decisions, but no implementation.

3

Leadership gap in a key function

A CSO, COO or division head falls away — through departure, illness or resignation. Operations continue, but strategic direction is missing.

4

New markets keep getting postponed

DACH expansion, international market entry, new customer segment — on the agenda for two years. Nothing has happened. Because nobody is operationally responsible for it.

5

Decisions are deferred because no one internally can push them through

Everyone knows what needs to be done. But internally the decisiveness is absent — due to hierarchy, politics or lack of independence.

And when do you NOT need an Interim Manager?

When the problem is a process or technology issue that a consultant can solve. When time is not a factor. When the leadership team itself has the capacity and decisiveness. Then operational interim management is the wrong instrument.

Are you facing one of these situations right now?

Speak directly with me — free of charge and without obligation.

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