

New Appointments for Global Partners, Inc

Global Partners, Inc., a leader in international management development, announces the appointment of new Directors and Principals to help prepare for an expansion of consulting and training services around the world.

May 21, 2009 - [PRLog](#) -- Paul Hesselschwerdt, President of Global Partners, Inc introduces our new Directors and Principals: "The appointment of these Directors and Principals extends our global capabilities in Europe, Latin America and Asia and therefore our ability to serve our clients locally as well as globally. In addition, these Directors and Principals bring their know-how and diverse global experience to help our clients address their greatest business challenges."

Mike Wolf has joined Global Partners as Director of our High Value Selling and Strategic Account Management Community of Practice. With more than 20 years of experience as a sales executive for global high-tech organizations, Mike has developed considerable knowledge and expertise in sales and Sales management, focusing in particular on: strategic account analysis, planning and implementation; Organization Decision Mapping; value selling; leadership of global account teams and building effective sales organizations. Mike has lived and worked extensively in Europe and Asia, providing him with unique perspectives on the similarities and differences in selling and account management skills in different cultures.

Dave Rowlands has joined Global Partners as Director of our Operational Excellence Lean Six Sigma Community of Practice. Dave is widely recognized as a thought leader, subject matter expert and seasoned executive in the field of Lean Six Sigma. He has co-authored two bestselling books in this area, What is Lean Six Sigma and the Lean Six Sigma Pocket Toolbook, both published by McGraw Hill, and is a frequent speaker for The Conference Board, IQPC and other professional organizations. Dave spent most of his career at Xerox Corporation where he led the deployment of Lean Six Sigma in every function of the company, focusing particularly in the areas of sales, marketing and customer service. He has also personally led large, complex projects that generated hundreds of millions of dollars in improved cash flow and profits.

Based in Brussels, Paula Baptista focuses on Global Partners' Customer Experience Community of Practice. Paula joins us as a Director with more than 20 years experience working with major consumer products manufacturers and retailers in Europe, Asia and the Americas, Paula has established a significant reputation for helping companies improve their customer experience, identify compelling consumer insights and develop new and dynamic retail strategies. As an example of her proven expertise in retail selling, she designed and developed a Key Account training program for AB Electrolux, which was later selected as being worldwide best in class by the Sales Executive Council.

Fabrizio Battagila has been appointed Director of Global Partners, Asia. Based in Singapore, Fabrizio brings to this role more than 10 years of work at STMicroelectronics where he was responsible for managing the School of Sales and Marketing for ST Asia Pacific and Japan regions. As a business leader and entrepreneur, Fabrizio also has experience in managing a real estate company in France, a furniture business in Italy, and an innovative coaching and consulting firm in Singapore. Fabrizio is currently participating in the INSEAD and Tsinghua University global Executive-MBA program.

Based in Miami (Fla.), David Sanderson will lead Global Partners' business in Latin and South America. In addition to working with Global Partners clients in the technology sector, David has built global businesses

at major corporations such as Reebok, while working and living in Europe, Asia and Latin America. He has also successfully applied his unique combination of experiences in consumer products and technology companies with large, global businesses as well as start-ups, focusing on improving clients' sales, marketing and new product development capabilities and results.

Jay Gronlund is an experienced business development professional with a successful track record for introducing new products/services, expanding into foreign markets, re-positioning and re-launching new products, and rejuvenating established brands. Jay's marketing expertise and extensive business development experience enables him to provide an important dimension to any strategic sales and marketing initiative. Based in New York City, Jay has been an Adjunct Professor at New York University since 1999. He has written many articles on international marketing themes, as well as a book on branding in the over-the-counter pharmaceutical industry.

All of us on the Global Partners team, which includes Charlie Kellogg, Don Heathfield, Paul Sullivan and our global affiliates are delighted to welcome these new colleagues and are looking forward to working with them and our clients.

About Global Partners, Inc

Global Partners Inc. is an international management consulting and people development firm that focuses on inspiring and enabling client organizations to grow and improve their business and people performance worldwide. Headquartered in Cambridge (Massachusetts), Global Partners provides highly customized consulting, development and training programs and services that enable clients to reach their highest levels of performance globally.

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Global Partners is an International Management Development and Consulting Firm. For nearly 20 years, we have been working with clients to improve the performance of their people, so they can more effectively build their global business.

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