

Hans Peter Bech
Copenhagen, Denmark.

Hans Peter Bech is the founder, CEO and Chairman of the board of directors of TBH Holding ApS.

Hans Peter started his career as a management consultant in 2003 and founded TBK Consult in 2007. Since then he has built the company to its present position with 50 senior consultants and 36 offices in 17 countries.



Hans Peter Bech

Hans Peter oversees the development of TBK Consult as well as performs management consulting assignments for selected clients.

For more than 25 years Hans Peter has been responsible for the international sales & marketing of ITC products, services and solutions. Hans Peters' core competencies are:

- Enterprise B2B business process software solutions, ERP/ERM/CRM solutions and software engineering (bespoke development).
- Go-to-market strategy /program development and implementation, including reference client recruitment, recruitment of reseller and distributor channels and setting up new subsidiaries.
- Extensive experience with and personal network in Scandinavia, Eastern and Western Europe, Russia, North America, Australasia and South Africa.

From 1998 to 2001 Hans Peter lived in Stuttgart, Germany responsible for building the partner channel for Damgaard/Navision (later acquired by Microsoft) in Germany, Austria and Switzerland.

Hans Peter speaks Danish, English and German.

Hans Peter holds a M.A. in macroeconomics and political science from the University of Copenhagen and is a certified ValuePerform consultant.

As a sales person Hans Peter qualified more than 15 times for 100% Clubs, Summit Conferences, Million \$ Clubs and Top Performer events.