

Gregor Bossert
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Gregor Bossert is the founder and owner of Gregor Bossert GmbH and has been a member of TBK Consult since 2007.

Gregor Bossert GmbH is a management consultancy firm with the focus on development and execution of growth strategies for software companies with international ambitions.

For more than eight years, Gregor Bossert GmbH has been responsible for developing and implementing partner programs, transition of software, building new business units and implementing HR strategy for software development. These include:

- Development & implementation of a partner program for Oracle Software Schweiz AG and services in the field of partner recruitment and channel management .
- General management of Watermark Schweiz AG (Dutch ERP implementation company with solutions from Baan, Oracle and MBS) with focus on the transition from Baan to Microsoft based business, including site management with full P&L responsibility .
- Building up of a new business unit for partner & channel management at SAP Schweiz AG, management of the business unit, close collaboration with the SME sales team in order to increase SAP's market share in the SME market segment.
- Management consulting for Roche Diagnostics AG: Development & implementation of the HR strategy for the software development unit (150 employees), execution of various executive search mandates for key positions in the software development unit.
- Various consulting mandates with focus on GTM strategies/execution for sales and implementation partners of the leading ERP companies (Microsoft, SAP, Oracle).



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Gregor started his career after completing his Masters in Economics with various ICT companies, such as Univag and Oracle. After holding senior management and MD positions at Integrata and Damgaard/Navision AG Schweiz (today Microsoft Business Solutions) he founded Gregor Bossert GmbH.

Gregor speaks fluent German and English and lives in Switzerland.