

Stefan Falk

Stefan Falk advises senior executives on individual, team and organization performance, concentrating on the human dynamics of leading complex change. He has worked globally across most major business functions including Finance, HR, IT, Marketing, Operations, R&D and Sales, with clients in a variety of industries: Automotive, Financial Services, Healthcare, Software Development, Pharmaceuticals, Professional Services, Telecommunications and Energy. Being an avid sports fan, Stefan also works with elite athletes and coaches in team sports.

Sample projects include:

- With executives and HR leader of \$2 billion European Healthcare Provider, brought evidence-based approaches to re-building people leadership skills in selection and development, optimizing team performance, and taking individual accountability for results. Alongside the leader of their flagship operation, designed and implemented a peer apprenticeship approach to accelerate progress with the most critical segments of the population.
- Advised and supported executives leading a global division of a \$10B mining equipment provider during its multi-year, ultimately successful push to improve execution. Key components included re-defining and modeling behavioral standards, building technical/ functional skills, and recasting people management processes at all levels of the organization.
- For a top-tier global professional services firm, developed a multi-year retention strategy for top performers featuring enhanced personal connection and accelerated skill development. Coached partners and project leaders in client counseling and capability building, team management, thought leadership, and self-management (ongoing).
- Supported the executive and HR team in \$4 billion global high-tech research firm overhauling its goal-setting approach to drive growth. The new system, featuring Objectives and Key Results (OKRs), concentrated resources on tangible improvements in client service and innovative methods for developing and delivering services.
- Supported the executive team of niche Equity Research Firm, developing and implementing its strategy to enter Investment Banking services. Partnered with leaders to define new services, develop marketing and sales strategies, restructure the organization accordingly, and support redeployment and recruitment for critical roles.
- With executives of \$30+ billion global auto giant, designed successful digital transformation in IT and Marketing, featuring a pragmatic sequence, timeline and behavior change agenda. Required significant individual and organization shifts to execute the transformation ahead of schedule.

Prior to joining LH&P, Stefan has served in CFO, COO and staff unit leader roles in multiple global companies, and spent several years with McKinsey & Co early in his career. He has also founded two digital startups, and gained international recognition via publications like Fast Company, international bestsellers, and scholarly journals, particularly applying findings from advanced neuroscience to practical executive challenges. Stefan earned an undergraduate degree from Gothenburg University and holds both a Swedish passport and US residency.