



**HGE Assembly  
Executive Workshop  
“Build to Sell - Driven by Intellectual Assets”**

**Trainer Bio**



**Juergen Graner – Lecturer & Expert Panel Chair**

Founder and CEO of Globalator  
San Diego, USA  
London, UK  
Vienna, Austria

Juergen has more than 30 years of experience in international business, managing companies, departments and projects in and across Europe, North America and Asia. He has successfully mastered expansions, turnarounds, licensing transactions, acquisitions and divestments of companies, as CEO, executive manager and advisor. Juergen is founder and CEO of Globalator with offices in Austria, the UK and the USA. Globalator is specialized in the hands-on management of global strategic transactions with a focus on build-to-sell and build-to-grow strategies.

Juergen held CEO positions at companies in Austria, Belgium, France, South Korea, the UK and the USA. He has coached over 100 CEOs and has taught business executives and scientists regarding business expansion for over 20 years in various executive education programs in Europe and the USA, with current teaching engagements at Georgetown University and Salzburg Management Business School. The feedback on his teaching performance has been consistently at the very top, with especially positive remarks for the practicability and usefulness of his lectures. Juergen is also a regular lecturer and keynote speaker at conferences and has published articles on *Transaction Based Growth Management<sup>TM</sup>*, which is his current area of interest.

Juergen holds an MBA from London Business School and he has been trained through the Discussion Leadership Program at Harvard Business School for teaching with the HBS Case Method.