



### **Curriculum vitae Dr Matthias Händle**

Dr Matthias Händle was born in Osnabrück in 1967. After completing commercial training (wholesale and foreign trade) in his family's firm Scherz & Cramer Osnabrück, a course in business studies at the Business Academy in Kiel and a master's degree from Boston University (studies in London and Boston), he joined the Hamm business group in 1993. In parallel with his business career, he completed a doctoral course at the University of Bradford (UK) between 1996 and 2002.

After two years as an executive assistant, Dr Händle took over management of the "Schuh Stop" retail division. He successfully developed the pay-on-scan business model which has now been adopted almost without exception in retail outlets.

Following a successful buy into Reno, Dr Händle became chairman of Reno GmbH and, after the successful merger of Hamm and Reno to form HRGroup in 2005, he took over as chairman of the entire group.

His priorities were further development of trading concepts, customer acquisition, development of a quality and goods security system as well as development of unique selling propositions such as the patented 3E child foot-measuring system or securing/developing the Bama, Mercedes, Young Spirit, Slazenger or Sansibar brands for shoes.

As a partner in PETER MAY Family Business Consulting, Dr Händle has since 2017 been providing support with elaboration and implementation of owner strategies and flanking activities as an active consultant, coach /personal adviser.

Dr Händle has been AVE President (German retail trade's Foreign Trade Association) since 2008 and is committed to addressing topics linked to sustainability in global supply chains. In addition, he is a member of the governing bodies of HDE (German Retail Trade Association) and BGA (German Wholesale, Foreign Trade and Services Association). Since 2009, Dr Händle has been a member of the Federal Economic Ministry's advisory council on foreign trade. Dr Händle is in demand as a speaker on trade, marketing and succession issues.