

Project Study: Private Equity Value Creation

After Sales Growth Initiative

Paragon is an independent private equity firm, founded in 2004 by three partners in Munich. We manage approximately €2.4 billion in equity capital. Our investors include institutional investors such as life insurance companies, pension funds, and university endowments, as well as the Paragon Partners team. We invest in established mid-sized companies with significant strategic and operational development potential. Our strategy aims at the long-term, sustainable development of the companies in which we invest.

Project specification:

- Work remotely (with potential visits to HQ in Italy (Padua) and Slovenia (Nova Gorica) to identify and consolidate data sources relevant to installed machinery (internal systems, ERP, SharePoint, sales and service teams).
- Develop a structured Excel-based installed base list including machine/line types, serial numbers, installation locations, ownership details, spare parts and other critical metadata.
- Liaise with Sales, Service, and Product Management teams to verify, cross-check, and enrich data.
- Update master data and support integration into the company's ERP system (if required).
- Highlight inconsistencies, missing information, or data quality issues, and work to resolve them collaboratively.
- Help develop KPIs and metrics to track the quality and completeness of the database.
- Suggest After Sales Offerings as spare part packages, retrofitting's/upgrades, inspections etc.
- Support the formulation of customer targeting lists to feed into the aftersales sales pipeline

Desired Qualifications

- University student or recent graduate in Business Administration, Industrial Engineering, Data Analytics, or a related field.
- Strong Excel skills and data structuring; experience with ERP systems is an advantage.
- Analytical mindset with strong attention to detail and data accuracy.
- Ability to manage cross-functional interactions and work independently in a structured manner.
- Strong written and verbal communication skills in English; Italian knowledge is beneficial.

Your Opportunities

- Hands-on involvement in a high-impact, strategic initiative within a multinational manufacturing group.
- Exposure to the operational mechanics of service revenue generation in the industrial machinery sector.
- Experience working with diverse stakeholders across functions and geographies.
- Insight into enterprise data governance, ERP systems, and service-driven business models.

If you're excited by the opportunity, we'd love to hear from you. Please send us your CV and Transcript of Records to sara.boni@tum.de.