



Fiorella Seiler, PhD

Director – Germany & Israel – All KCI Industries

Fiorella Seiler, PhD serves as Director – Germany & Israel for Ken Clark International (KCI) from the firm's Düsseldorf office in Germany. She joined KCI in 2004.

Seiler is responsible for business development with clients of KCI in Germany and Israel. Her Industry focus includes Life Sciences (pharmaceutical, medical, biological, diagnostic, consumer health and scientific products as well as manufacturing, research and laboratory services); Medical and Health Care Services; Consumer; Industrial, Chemicals and Materials; and Advanced Technology. In serving her clients, Seiler often "teams" with KCI's offices in North America, Europe, Asia Pacific, Latin America and Middle East/Africa. She also "teams" with KCI's specialty practices when appropriate. As often as possible, KCI's geographic and industry "expertise" is presented to clients.

Seiler is accountable for the success of all search projects in Germany and Israel. She leads search project planning discussions - local, regional or global scope; in-near-outside the box recruiting targets; and candidate qualifications including skills, knowledge, activities and accomplishments. She does people and company research; contacting and motivating of possible candidates; and screening of potential candidates. Seiler herself conducts performance-based evaluations and management and leadership evaluations of finalist candidates. Finally, she also coordinates employment offer negotiations and final recruiting of the chosen candidate.

Prior to joining KCI, Seiler held managerial and consultant positions in sales and marketing with various service related organizations and international firms in Germany. Additionally, she was a lecturer in educational development of adults for non-profit organizations. Seiler started her career in the military.

Past KCI clients in Germany & Israel include: 3M; Abbott Pharmaceutical; Agilent Technologies; Amara; Anadarko Petroleum; AstraZeneca Pharmaceuticals; Biogen IDEC; Baxter International; Bayer Healthcare; Cerus; CMI; Dr. Osypka; Galderma; Hoeschst; CSL, Cytec Industries; Carl Zeiss; Draeger; DSM; Dupont; Edwards Lifesciences; Eli Lilly; E Merck; Danaher; Fresenius; GABA; Gambro; General Electric; Biologische Heilmittel; Henkel; ICON; IDEXX Laboratories; Invacare; Ipsen, John Frieda, Johnson & Johnson; Kimberly-Clark; Medartis; Mentor; Philips, PPG Industries; Roche; ResMed; Refco Group; SABIC; Sanofi-Aventis; STADA; STERIS; Symbios Orthopedie; Syngenta; Thermo Fisher Scientific; Toshiba; Underwriters Laboratories; Varian; Vita34; and Wyeth.

Seiler has a PhD in Political Sciences from the Kings College London.