



# EW

ELEVATOR WORLD

June 2020

[elevatorworld.com](http://elevatorworld.com)

# THE PEOPLE ISSUE 2020

The third-annual **People Issue** celebrates 22 outstanding industry players.

The Virtual **NAEC Spring Educational Conference** proves enlightening

**Focus on Evacuation Solutions and Emergency Operations** for flood glass, MRLs, brakes and more





## **Dominik Sachsenheimer** **Maven Group, LLC**

Dominik Sachsenheimer's path to leading the Naples, Florida-based Maven Group, a consultancy for elevator industry mergers and acquisitions (M&As), began in the Black Forest region of Germany, where he grew up and was educated at Baden-Wuerttemberg Cooperative State University. In the early 2000s, he relocated to the U.S. and joined the finance department of Otis's NYC branch without former knowledge of the elevator trade. From there, nominator William Beaury says, "his career was fast-tracked." Over the next 10 years, he was promoted to larger regional roles in Chicago; Charleston, South Carolina; Otis' world headquarters in Farmington, Connecticut; and, finally, Florida, where he oversaw M&A activity throughout North America. After becoming assistant regional finance manager at Otis, Sachsenheimer moved up to senior regional finance manager, senior manager of financial planning and his final role with Otis as senior M&A manager, North America. He speaks German, English, French and Spanish and is a member of the National Association of Elevator Contractors.

Approximately four years ago, Sachsenheimer was tapped by Maven Group to lead the company as president. In this role, Beaury says:

*"His talents were truly recognized. From the start, his tenacity, vision, analytical skills and financial acumen created an environment sellers or buyers had never before experienced. He developed a unique data qualification/verification analytical model that pre-introduced a seller to the market, eliminating most transactional surprises. As a result of the credibility he earned, he is often called upon for advice from owners, buyers, bankers and investors. His dynamic approach has created deals that opened the industry to new opportunities."*