

Curriculum Vitae

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Professional Experience

- 02/16 - present **ACP Holding Germany GmbH** (system house)
Business Development Manager
- Business Development of Synergies within the Group
 - Business Development Managed Services
 - Coordination of Integrations after Akquisitiones
- 08/11 - 01/16 **Goetzfried Professionals GmbH (Allgeier Group)** ← XIOPIA (IT Services)
Manager Project Delivery
- Responsibilities and Achievements:
- Management, Portfolio Management, Marketing, Presales, Sales
 - Creating concepts, proposals & calculation models; manage compl. projects
 - Examples: maintenance and support of applications of a car company, sw developement for a car company, advice on IT strategy for an insurance, advice on IT-architecture, methodology and rfq for an international logistics company
- 04/02 - 07/11 **Brain Force Software** (system house)
Professional Services- & Product-Manager (GER) (02/03 - 07/11)
- Responsibilities and Achievements:
- Design and implement new solutions, acquire and complete new projects
 - Examples: Outsource applications for a major German bank, provide 2nd-level support for international technology venture, out-task risk-management system for major bank, provide advice on IT strategy for a major media enterprise
- Branch Manager Berlin (GER)** (01/09 - 07/11)
- Responsibilities and Achievements:
- Implemented efficient software development (basis Java)
 - Sole responsibility for Berlin location, people, products and P&L
- Professional Services Manager (AUT)** (04/02 - 02/03)
- Responsibilities and Achievements:
- International product manager for network products
 - Managed outsourcing and fixed-price projects
- 01/01 - 03/02 **PECOS AG** (Scurity- and Process-Consulting)
HQ in Hamburg, several branch offices in Germany
General Manager Austria
- Responsibilities and Achievements:
- Established Vienna branch office, achieved profit after only 9 months
 - Partnerships & Projects: CA, Equant, IIR, Impress, Kapsch, Teracom etc
- 04/99 - 01/01 **T-Systems Austria** ← debis systemhaus (system house)
Head of Desktop Outsourcing and IT-Consulting
- Responsibilities and Achievements:
- Built up new business "Desktop Outsourcing & IT-Consulting" (+106%)
 - Projects: Outsourcing (Bauernfeind, Lafarge, Neumann etc) and Consulting (3-Banken-Group, Tannpapier, Petschl Transporte etc)

06/98 - 04/99 **INTENTIA Austria** (ERP Software)
HQ in Sweden, operating worldwide

Consultant Manager Austria

Responsibilities and Achievements:

- Delivery of all projects in Austria (35 projects, +45%)
- Organisation set up, projects successfully executed

12/90 - 06/98 **IBM Austria**

Project Manager, Sales and Head of Division

Responsibilities by career stage within IBM:

- Financial responsibility for all projects with services in Eastern Europe
- Projects sales with IBM as general contractor
- Head of outsourcing division (excluding mainframes) in Austria
- Project managed national and international projects
- Programming
- Mainly "A"-rating at IBM

Education:

1979 - 1989 **Technical University Vienna**

Qualified engineer (Dipl.-Ing.) diploma studies in geodesy/surveying,
PhD studies in **Computer Science**;
Technical Science doctorate viva voce: "with distinction",
Dissertation: "Source-to-Source-Translation" with grade "A"

Employment during studies:

- 1979 - 1990 **CogiData EDV-Service** (software), **sales, programming and project management**
- 1989 - 1990 Freelance programming, **owner-manager**; 4 employees
- 1986 - 1990 Technical University Vienna, **assistant**
- Research, teaching, software development & maintenance
- Ministry of Science and Research representative

Continuing Education:

Regular basis **Private education**

Annual "Technology-Talks in Alpbach"
Subscriptions to various economics and technology media

2005 - 2015 **Inhouse education with external teachers** (excerpt)

Sales workshop "With Enthusiasm to Success"
Sales education "Winning Complex Sales"
TUEV South exam: ITIL V3 ("Foundation") certification

1996 - 1998 **Academy of corporate consultants; Vienna and Graz, Austria**

Commerce "corporate consultants"
Austrian Chamber of Commerce exam for business license

1990 - 1998 **Inhouse international education & training** (Excerpt)

Technology overview, project management, management, presentation and moderation, sales, negotiation, finance, programming etc

Languages: German native speaker and fluent English (negotiation level)