

# Jörn Menninger

I am an experienced management professional with a vast experience as business analyst and strategy consultant.

Looking for remote freelance positions as Business Analyst / Product Owner / Consultant or Venture Scout.

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## Work Experience (Freelance / Entrepreneur)

### **Startuprad.io, Frankfurt Area — *Startup Scout / Venture Scout / Startup Analyst / Freelance Venture Partner (Sourcing)***

January 2021–Today

As the startup scene continues to heat up around the world, more and more organizations are looking for ways to stay ahead of the curve. That's where my company comes in. We specialize in assisting national and international clients with keeping up with market developments on innovative startups, especially in Germany, Switzerland, and Austria (GSA), but also the rest of Europe. This includes helping identify promising investment and takeover targets for enterprises, corporations, tech companies, private equity, and venture capital investors. Our team has a wealth of experience in this area, and we're always up-to-date on the latest startup trends. Plus, we have a strong network of contacts in the startup community, which allows us to offer our clients unparalleled insights. We're proud to say that we've helped numerous organizations successfully navigate the ever-changing startup landscape. And we're looking forward to continuing to do so for many years. I provide an introduction to startups, often bridging geographical or demographic gaps, mostly from abroad into Europe.

### **Startuprad.io, Frankfurt Area — *Business Analyst / Management Consultant and Strategy Consultant***

January 2021–Today

As a consultant, I work with clients of any size to help them overcome challenges, especially regarding innovation. I've helped startups launch and grow businesses and worked with established companies to reignite their innovation efforts. I work from a strategic level down as a business analyst, product owner and help out in operations.

My unique experience is assisting in carve-out/spin-off situations of startup companies from classic enterprises or joint ventures set up as startups on all levels.

My goal is to help my clients achieve their objectives. I offer various

### Capabilities

15+ years working as a management consultant and business analyst in banking/asset management/securities custody and CSDs / CCPs

5+ years working as a startup scout for investors and companies

### Awards

Finalist **Benzinga Global Fintech Awards** 2018 NYC

Finalist **BearingPoint Innovation Awards** 2011

**Midwestern Accolade** 2006

**Top 5% Major Field Test Business** (US wide) 2006

### Languages

German | Native  
English | Fluent  
Mandarin | Basics  
Spanish | Basics

services, including management consulting, corporate startup incubation, and startup coaching. I also work with startups, SMEs, and KMUs to help them scale their businesses. No matter what my clients need, I'm here to help them achieve success.

## [Startuprad.io](https://www.startuprad.io), Frankfurt Area — *Podcast Host*

January 2021–Today

(2014–2018 as Hobby, 2018–2020 as a side business, since 2021 full-time)

Germany has a rich history when it comes to entrepreneurship. From Konrad Zuse, Carl Benz, and Ferdinand Porsche to Werner von Siemens, there is no shortage of success stories that can be told about German-based companies looking for global expansion opportunities abroad or investors seeking out fresh investment prospects at home/abroad. We continue this with Startuprad.io, keeping you updated with the latest on the German-speaking startup scene in Germany (Europe's largest economy), Switzerland, and Austria, collectively known as the GSA or DACH region. We deliver our exclusive content right to your device of choice each week. We have built an unparalleled network of startups, meetup hosts, investors, podcasters, bloggers, and event contacts since 2014. We are a B2B podcast, with more than 91% of our audience listening for professional reasons. Also, 51% of our audience wants startups to invest in (source: audience survey).

Startuprad.io has earned a wide variety of accolades, including, but not limited to:

- Scored in 80 countries in Apple's podcast charts as of September 2023
- Top 0.5% Podcast Global (ListenNotes for 5 years and counting)
- Scored as Top 20 Entrepreneurship Podcast - All Countries Apple Podcasts (PodderApp)
- Scored as Top 100 Business Podcast - All Countries Apple Podcasts (PodderApp)
- Global Top 5% of shared podcasts on Spotify (FY 2022)
- Global Top 60 Science Podcast (Chartable)
- Global Top 75 Technology Podcast (Chartable)
- Global Top 275 Business Podcast (Chartable)
- Global Top 1275 News Podcast (Chartable - News Sub-Podcast)
- Apple Podcasts (selected countries):
  - USA: Top 10 Podcast USA, Top 175 Tech Podcasts
  - UK: Top 100 Tech Podcasts UK, Top 200 Entrepreneur Podcasts
  - Germany: Top 50 Entrepreneurship Podcast, Top 75 Technology Podcasts

# Work Experience (Employee)

## **Deloitte Consulting, Frankfurt Area — *Startup Scout / Venture Scout / Startup Analyst***

September 2018 – December 2020

Startup Scout for "[Intelligence-enabled Banking](#)" and the founding team of "[Deloitte Catalyst Germany](#)" within Deloitte Consulting's Financial Services practice. I helped Deloitte's clients to look for innovative startup solutions and integrate them into their organizations. I assisted in scouting startups from my network, connecting startups to Deloitte clients via partners and directors. I also assisted with deal flow generation, origination, and business development. I scouted mostly AI, SaaS, Deep Tech, Fintech, and Insurtech startups. I was a member of the Deloitte Catalyst Germany Team, that adapted the Catalyst approach to Germany. I was in charge at Catalyst Germany of building up the academic network across more than 50 institutions. I also assisted with larger market overviews as well as market scans and observations for publications.

## **Deloitte Consulting, Frankfurt Area — *Management Consultant - Financial Services Strategy & Operations***

January 2012 – September 2021

The Strategy and Operations (S&O) practice works with senior executives to help them solve their most challenging and complex problems by bringing an approach to executable strategy that combines deep industry knowledge, rigorous analysis, and insight to enable confident action.

I helped especially financial services organizations across Europe and North America to make the most important decisions they have to make: defining choices that shaped their ambitions and gave them clear competitive advantages. I worked in Banking, Asset Management, Capital Markets, Mutual Funds, Alternative Investments. I successfully managed varying teams with 30+ Members from 9 different countries for 2+ years. I lead multiple successful projects and was a highly sought after business analyst / subject matter expert (buy side and sell side in capital markets) in the Deloitte network globally.

## **BearingPoint, Frankfurt Area — *Business Analyst and Management Consultant***

May 2008 – December 2011

I helped clients develop and implement strategies, operating models, and technology that integrated all aspects of their financial services offerings, primarily on asset and wealth management. I participated in business process optimization across a variety of functions. I evaluated the selection of new technologies and vendors (e.g., Asset Management Front Office Systems, Asset Management Compliance Systems for Investment

rules ...). I was responsible for and assisted in several mutual fund custody surveys. I assisted with business development efforts, including assessments and proposal development. I worked several times in multiple large organizations as business analyst.

### **McKinsey & Co, Frankfurt Area — Intern in Asset Management Research (European Financial Institutions Center)**

February 2007 – August 2007

Research intern in the asset management bucket at the European Financial Institution Center.

- Asset Management
- Asset Management Survey
- Alternative Investments

### **GTZ Policy Advisory Service, Beijing, China — Intern**

June 2005 – December 2005

I was working in ‘The Ministry of Environmental Protection (MEP)’ and assisted in high-level policy advice to the Chinese government, which was divided into two sub-projects: “Policy Advisory Service and Environmental Management for Enterprises” and “GTZ Support for China Council for International Cooperation on Environment and Development CCICED”

## **Education**

### **Deloitte University, Westlake, Texas (Dallas) — CRAFT Certificate**

August 2015

Leadership training at Deloitte University in Texas.

### **Umwelt Campus Birkenfeld (HS Trier), Birenkfeld — Diplom Betriebswirt (mit Prädikat Grade 1,7/ A-)**

October 2002–April 2008

The study time included a year abroad at Midwestern State University, half a year as an intern for the German and Chinese Governments, and an internship at McKinsey (5 months).

Majoring in accounting and cost control (Controlling), with a minor in sustainable development in the form of material flow management

- Scholarship for semester abroad from the Friends of the University
- Intern in IFAS Institute für angewandtes Stoffstrommanagement (Institute for applied material flow management)
- Member of the University Senate (re-elected)
- Speaker of the dorm (re-elected)

I also founded a junior enterprise (Junior Consultants Birkenfeld) on campus, leading it for one and a half years.

## **Midwestern State University (Texas Tech), Wichita Falls, Texas — BBA (hons)**

January 2006 –December 2006

Bachelor in Business Administration with Honors (Magna cum Laude), graduating Alpha Chi (Top 10%). Transferred in as a senior from partner university Umwelt-Campus and graduated within one year.

- Graduating magna cum laude and Alpha Chi (in the top 10% of MWSU)
- Midwestern State Accolade
- Award for Top Scoring” Major Field Test Business” / Scoring in the top 5% in the US
- Member of the National Scholars Honour Society (Fall ’06)
- Partial Scholarship Spring ’06: President’s Excellence Scholarship
- Full Scholarship Fall ’06: Business Administration Scholarship
- Member of President’s Honour Roll (Summer ’06)

## **Global EXCHANGE, Language School, Beijing — Mandarin Studies**

March 2005–April 2005

Part time (during internship) June 2005 - December 2005

## **TANDEM, escuela de español, Madrid — Spanish Studies**

March 2004–April 2004

## **Sparkasse Rheinhessen (formerly Sparkasse Alzey), Alzey — Certified Bank Clerk (Bankkaufmann)**

August 2000–May 2002

Training through all bank departments at the time with 1 bn DM of total assets, including payments, credit, and corporate clients.

External courses in international trade and securities at Sparkassen Akademie Schloss Waldthausen were also included.

## **German Red Cross Alzey, National Service — Emergency Medical Technicians in Emergency and Ambulance Service**

Juli 1999–Juni 2000

## **Berufsbildende Schule Alzey (Business High School) — Graduation with Access to Higher Education (Fachhochschulreife)**

September 1997–Juni 1999

Projects with Eckes–Granini and IBM Factory Mainz