

(As of September 2023 / Anonymized / no confidential projects / projects 3+ months only)

Projects Scouting and Consulting (Freelance)

- **Strategic Advisor Joint Venture (2022 – today) / Strategy Consulting**
 - Strategic consulting for the establishment of a joint venture between two larger companies, intended to operate as a startup.
 - Consulting on strategic positioning
 - Business development consulting, including identifying target customers, estimating market sizes (TAM / SAM / SOM), developing marketing personas, ...
 - Assistance in developing the business case for presentation to the senior management of the involved companies.
- **Startup Scouting (2021 – 2022) / Startup Scouting**
 - Advised one of the leading marketing technology (MarTech) companies in Asia on the search for a takeover target in Europe / GSA / DACH
- **Strategic Advice Spin-Off (2021 – 2022) / Strategy Consulting**
 - Strategic advice to a larger company on the spin-off of a new product into a independent startup
 - Accompanying the spin-off process into an independent company with strategic advice, planning, market overviews, market analyses, recommendations for structure, and preparations for venture capital pitches, ...
- **Strategic consulting media/production podcast content (2018 – today) / Strategic Media Consulting**
 - Cooperation with the economic development agency of a federal state for positioning with international investors and start-up founders
 - Cooperation with Startup Heatmap for quarterly in-depth updates on the European startup ecosystem analyzing more than 200 hubs

(As of September 2023 / Anonymized / no confidential projects / projects 3+ months only)

Projects Scouting and Consulting (Employee)

- **Startup Scout (2018 – 2020) / Startup Scouting / Deal Flow Generation / Venture Scouting / Startup Sourcing / Target Search**
 - Scouting relevant startups for national and international clients, primarily in the DACH/GSA region and Europe
 - Assignments for clients from the USA and Canada
 - Scouting in different industries and for different functions, from Financial Services / Banking / Insurance to Heavy Machinery, from CRM to HR Tech.
 - Member of various strategic initiatives within Deloitte to ensure future viability.
 - Startup collaboration services, commissioned startup searches by international customers, collaboration on market overviews, ...
 - Startup scouting, deal flow generation, innovation scouting, mergers, and acquisitions, search for takeover targets, investment targets, international customers, international assignments, innovation scouting, digitization, strategic acquisitions, and company takeovers,...

- **Sub-Project management for new tool implementation (2018) / Subproject Management / Team Lead / Lead Business Analyst**
 - Leading two teams comprising 4 subject matter experts and 2 IT professionals
 - Responsibility for two teams:
 - Management, implementation, IT, project management
 - Co-authoring of subject matter concepts as Lead Business Analyst
 - Review of subject matter concepts

- **Migration Project (2016 - 2017) / Project Management Office (PMO)**
 - Project at one of the 5 largest banks in Germany
 - PMO for 35 people for internal project management with employees at three locations and international branches in three time zones
 - Preparation of regular steering and management meetings
 - Strategic Management, Preparation of Management Decisions, International Project
 - KPI and Progress Tracking for Senior Project Managers
 - Assistance in the Preparation of Decision Memos

- **Forensics Project (on loan to Forensic Services) (2015 - 2016) / Subproject Management / Team Leadership / Business Analyst**
 - Team leadership of multiple teams of up to 45 individuals
 - Responsibility for onboarding new employees
 - Development of a boot camp for accelerated onboarding within two weeks, accommodating a 900% employee growth in a matter of months on the project.

- **Monitoring Investment Guidelines (2014 - 2015) / Senior Business Analyst**

(As of September 2023 / Anonymized / no confidential projects / projects 3+ months only)

- Project at one of the world's top 5 asset managers
- Subject Matter Expert / Business Analyst in the field of Monitoring Investment Guidelines for a globally leading investor, including KAGB / UCITS / AIFM pre- and post-trade
- Leading a team of three other business analysts as senior business analyst
- Analysis of business processes
- Modeling of business processes
- Development of process improvement suggestions
- Creation of business specifications (Business Analyst)
- Reporting to senior management

- **Customer Vision (2014) / Strategy Consulting**
 - Development of a customer vision for a leading German direct bank
 - Development of a customer vision of GenY, based on which other offers were developed.

- **Project in Liquidity Risk (2014) / Subproject Management / Team Leadership with a Very Tight Timeline**
 - Project at one of the top 5 banks in Germany
 - Assistance with an urgent information request from the BaFin regulatory authority
 - Team leadership with 4 employees
 - Integration of various data sources
 - Time-critical project, subproject management, team management, team leadership

- **Project Investment Guidelines Migration (2013 - 2014) / Team Leadership / Business Analyst**
 - Project at one of the top 5 asset managers in Germany
 - Team leader of 3 employees
 - Subject Matter Expert / Business Analyst in the field of Monitoring Investment Guidelines for a globally leading investor in the EMEA region
 - Transition of guidelines from one system to another, including simplification
 - Guidelines for KAGB (InvG) / Derivatives Regulation / UCITS / AIFM pre- and post-trade / WpHG

- **Project Insurance Space (2013 - 2013) / Interims Management**
 - Project at one of the largest international financial service providers
 - Support for the sale of a life insurance company (seller side)
 - Gathering data and conducting analysis.
 - Support of the client's top management.
 - Interim HR manager (controlling) for 300 employees
 - Optimization of HR reporting
 - Mergers, acquisitions, insurance, hr, human resources, interims management, interims manager, KPI, KPIs,

(As of September 2023 / Anonymized / no confidential projects / projects 3+ months only)

- **Capital Markets Project (2012) / Business Analyst**
 - Project at one of the 5 largest banks in Germany
 - Business Analyst / Subject Matter Expert: Development of a control cockpit for the investment banking area based on the contribution margin calculation
 - The cockpit is used for the P&L management of 5 desks (FX, Equities, Rates, and FI) each with multiple employees
 - Investment banking, capital markets, trading, finance, banking, trading desks, KPI
- **Business Analyst Functional Specifications at Central Counterparty / Central Security Deposit (2010 - 2011) / Business Analyst**
 - Authored functional concept for the central billing of the central counterparty (CCP)
 - Monitoring of the IT implementation
- **Growth Strategy Depotbank (2011) / Strategy Consulting / Business Analyst / Deputy Project Manager**
 - Team member and deputy team leader of the strategy team
 - Screening of markets in South America
 - Lead Business Analyst for all data and data evaluation
 - Development of a market entry strategy
 - Author white paper
- **Growth Strategy Depotbank (2010) / Strategy Consulting / Business Analyst / Deputy Team Lead**
 - Team member in the growth strategy of a leading German custodian bank
 - Business Analyst for all data and data evaluation
- **Growth Strategy Wealth Management (2009) / Strategy Consulting / Business Analyst / Deputy Team Lead**
 - Team member and deputy leader of the strategy team
 - Development of growth scenarios in wealth management for the subsidiary (in Switzerland) of an international financial services group (from the Middle East)
 - Development of a wealth management strategy based on the wealthy client's source of funds.
- **Operational responsibility for two custodian bank studies (Depotbankstudien) (BearingPoint, published 2008 / 2010) / Business Analyst**
 - Collection of primary data
 - Publication of two comprehensive studies for Germany and Austria

(As of September 2023 / Anonymized / no confidential projects / projects 3+ months only)

- **Market Entry Insurers in Germany (2008) / *Business Analyst* / *Strategy Consulting***
 - Team member
 - Development of growth scenarios in asset management for the German subsidiary
 - Market evaluation of insurance management for the customer

Ongoing Volunteering

- Startup Guide (2018 – today) <https://startupguide.com/shop/startup-guide-frankfurt>
 - Member Advisory Board Frankfurt/Rhein-Main
- RhineMain.vc (2018 – today) <https://rhinemainvc.medium.com/>
 - Founder and editor of Inbound VC index for the larger Rhine-Main Area, including relevant IPOs and exits.