

Andreas Hieger



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 date of birth: 1977/02/18
 family status: married – 1 daughter *2016/03/05
 Nationality: Austrian



Education

2003 – 2005	Exec.-MBA Programme “General Management & Strategy” of the OUBS in Milton Keynes, UK
2000 – 2003	Diploma in “International Management and BA” (OUBS Milton Keynes, UK)
1997 – 2003	Academy for Marketing and Management (graduation summa cum laude Dipl. FW)
1991 – 1992	Economic college St. Pölten
1986 – 1991	Academic high school St. Pölten

Work Experience

Since 01/2017	Innoventure.cc (Self-employed)	Founder, Co-Founder / Investor in/of diverse projects: <ul style="list-style-type: none"> • blockchain-based marketplatform for soft-commodities • Blockchain-based health insurance for the Iranian market • Agency for new ways of sales and marketing support using cutting edge technologies and processes • NextGen insurance provider / agency
03/2014 – 12/2017	Qualysoft GmbH	Managing Director Budgetary (approx. 15 MEuro) and disciplinary (approx. 120 FTEs) responsibility for the businesses in Germany, Austria, Switzerland and Slovakia.
03/2013 -03/2014	Sabbatical – 9 months travelling in Southeastasia	
11/2007 - 03/2013	Atos IT GmbH	Global Head of CRM Practice Responsible for the global practice of customer relationship management (approx. 150MEuro / 750 FTEs) including offshore centres in India, Brasilia, Russia and Poland.
		Director Data & Information Management CEE Budgetary (approx. 15MEuro) and disciplinary (approx. 70 FTEs) responsibility for the practice of Data & Information Management (CRM, BI, MDM, GIS)
		Managing Director / Country Manager Budgetary (approx. 25MEuro) and disciplinary (approx. 150 FTEs) responsibility for the Austrian organisation.
		Director Consulting & System Integration AT/CH Budgetary (approx. 11 MEuro) and disciplinary (approx. 50 FTEs) responsibility for the service line C&SI in Austria and Switzerland



01/2002 - 11/2007	Acom HOLDING GmbH	Co-Founder / Managing Director Setup and development of an international CRM Consulting company with offices in Vienna, Munich and Frankfurt, ongoing acquisition of customers and partners, development of the portfolio and successful execution of the exit strategy.
06/1999 – 12/2001	Toshiba Austria	Marketing Manager / Member of the board Started as product manager, after six months promoted to the position of marketing manager and invitation to the member of the board. Budgetary and disciplinary (4 FTEs) responsibility for the marketing team.
09/1997 – 05/1999	L. Schrefl GmbH	Sales / Marketing-Assistant Sales of Xerox and Ricoh office automation products

Miscellaneous

Lecturing, Speeches & Panels	<p>Lecturing at the universities of Wiener Neustadt, Steyr, BFI Vienna and Wifi Vienna (subjects: CRM, International and Technical Salesmanagement)</p> <p>Regular key note speaker and panel leader for the CIO Congress, the Austrian Manager Club, the “Wiener Leadership Kongress” etc.</p> <p>Mentor for Business Model Design at Inits</p>
Voluntary Work, Social Activities	<ul style="list-style-type: none"> • Co-Founder and member of the advisory board of the OenWE (österreichisches Netzwerk Wirtschaftsethik – the Austrian Network for Business-Ethics) for „Ethics in Customer Relationships” • Member of different service-clubs and cultural societies
Other Trainings, Certifications, Seminars	<ul style="list-style-type: none"> • CDC - Certified Digital Consultant • CSE Certified Supervisory Expert (advisor according to stock corporation act) • Certified project manager (IPMA Level C) • Various seminars for sales, leadership, teambuilding, strategy, etc. • NLP master practitioner & business coach • Ausbilderprüfung (Certification for training of apprentices) • Unternehmerprüfung (Certification for running a company)
Language Skills	<ul style="list-style-type: none"> • German: native language • English: business fluent (C1)
Special Skills	<ul style="list-style-type: none"> • Strong analytical and strategic competence • Excellent sales and negotiation skills • Integrative Leader with integrity • Committed to success – willingness to go <u>all</u> extra miles necessary • Access to high level network in politics, business and social matters in Austria and CEE
Awards	<p>2012 – Update Business Partner Award for International Achievement</p> <p>2009 – Update Business Partner Award for Sales Achievement</p> <p>2006 – Maximizer Business Partner Award for Sales Achievement</p> <p>2005 – Maximizer Business Partner of the Year</p> <p>2004 – Maximizer Business Partner Award for Operational Excellence</p> <p>2004 – Maximizer Business Partner Award for Sales Achievement</p>
Hobbies	sports, travelling, photography, history, sociology, philosophy. politics