

## DR. ALEXANDER P. KNOUREK, MBA



<b>Email:</b>	<a href="mailto:apk240775@gmail.com">apk240775@gmail.com</a>	<b>Nationality:</b>	Austrian
<b>Cell Phone:</b>	+43 (664) 54 33 587	<b>Date of Birth:</b>	24.07.1975
<b>Address</b>	Peter-Jordan-Straße 33/3 1190 Vienna, Austria	<b>Place of Birth:</b>	Vienna
		<b>Marital Status:</b>	Relationship 3 Children

Strong analytical strategic and operational decision maker with the ability to combine his cross-border business network, sales-, finance-, IT- and leadership- strengths to ensure assets and resources are deployed wisely within the company to achieve maximum return to the shareholders.

Over 15 years international industry management experience in Blue Chips, Start-Ups and a top-tier consulting firm with a proven ability in managing highly technical, competitive, dynamic, and multi-national environments.

High affinity and background for innovation-driven topics like ICT, Industry 4.0, digitalization, smart technologies, cloud based services and proven track record to deploy their benefits within the organization to ensure a sustainable strategy.

Personal Motto: *"I don't know what the future may hold, but I do know who holds the future. And consequently, any disruption in established and stuck business environments and organizations offer a window of opportunity to gain and benefit from them to succeed!"*

### Current Positions

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|--------------------------|--|
| <b>01.2018 – present</b> | <b>Do&amp;Co Aktiengesellschaft</b><br><b>Global Head of Controlling</b><br>Gourmet Entertainment<br>+850 million EUR P&L responsibility <ul style="list-style-type: none"><li>• Full management responsibility for P&amp;L, B/S and CF statements – group-wide</li><li>• Monthly, half- and annual closing, budgeting &amp; rolling forecasting</li></ul>   |
| <b>01.2018 – present</b> | <b>Incite Ausbildungs- und Schulungsveranstaltungen GmbH</b><br><b>Examination Board Member</b><br>eCommerce Expert Program  |
| <b>07.2017 – present</b> | <b>APK Investment &amp; Consulting GmbH</b><br><b>Owner / CEO</b><br>In foundation process   |
| <b>02.2015 – present</b> | <b>Vienna Provincial Criminal Court</b><br><b>Lay judge</b><br>Institute for Financial management and administration   |
| <b>09.2014 – present</b> | <b>WU Wien, University of Business Administration &amp; Economics</b><br><b>Lecturer &amp; Thesis advisor</b><br>Institute for Executive Finance MBA <ul style="list-style-type: none"><li>• Subject finance with a particular focus on strategy, valuation and M&amp;A</li></ul>  |
| <b>09.2006 – present</b> | <b>FHW Wien, University of applied sciences</b><br><b>Lecturer &amp; Thesis advisor</b><br>Institute for Management & Entrepreneurship <ul style="list-style-type: none"><li>• Subject strategy with a particular focus on internationalization and M&amp;A</li><li>• Subject finance with a particular focus on cash flow and integrated planning</li></ul> |

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### Career Chronology

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- 06.2014 – 12.2017 **EVVA Sicherheitstechnologie GmbH**  
**Group CFO, Executive Vice President Finance / IT with full statutory authority**  
Manufacturing, key lock industry (CEE wide and global export)  
+70 million EUR P&L responsibility
- Full management responsibility for P&L, B/S and CF statements – group-wide
  - Monthly, half- and annual closing, budgeting & rolling forecasting
- 06.2010 – 06.2014 **Schindler Fahrtreppen International GmbH**  
**Regional CFO, European Division, with statutory authority**  
Manufacturing, Escalator industry (Austria, SK, CZ, PL)  
+200 million EUR P&L responsibility
- Full management responsibility for P&L, B/S and CF statements – CEE-wide
  - Monthly, half- and annual closing as well as budgeting & forecasting
- 10.2009 – 05.2010 **Bull Holding AG**  
**Group CFO, Executive Vice-President**  
Trading, Photovoltaic industry (AT, GER)  
+100 million EUR P&L responsibility
- Full management responsibility for P&L, B/S and CF statements – CEE-wide
  - Monthly, half- and annual closing as well as budgeting & forecasting
- 03.2007- 03.2009 **SAP AG, EMEA Region**  
**Head of Strategy, Financial Planning & Processes, Vice-President**  
IT, Software industry (Austria, Germany, UK, North & South Africa)  
+5,1 billion EUR P&L responsibility,
- Head of controlling team EMEA located in AT, CH and DE
  - Executed and supported divers M&A deals (horizontal, vertical)
- 10.2005 – 02.2007 **KPMG Financial Advisory GmbH**  
**Manager ‘Corporate Finance and M&A’**  
**Engagement Manager ‘Information, Communication & Entertainment (ICE)’**  
Consulting, Strategy & M&A advisory industry (AT, GER)
- Lead M&A projects in close cooperation with clients, lawyers, auditors and tax advisors
  - Lead sales/buy side negotiations, close interactions with PEs, VCs & IBs
- Other job assignments and engagements**
- Telekom Austria, Head of Finance/Controlling, Division Media/Internet (10.01 – 09.05)
  - Telering, Quality Manager (02.01 – 09.01.)
  - Artesyn Technologies, Process & Quality Manager (07.99 – 01.01)
  - Volvo Busses, CAD Electronic-Engineer (11.96 – 06.99)

### University Chronology

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- 2004 – 2005 **MBA in International Management, Oxford, UK**  
**Oxford Brookes University**  
*with distinction at top of class*  
Full-time; dissertation in Project Management during M&A transactions
- 2002 – 2004 **PhD / Dr. in Business Administration, Vienna, AT**  
**Vienna University of Economics & Business Administration**  
*with good results*  
Executive; dissertation in Financial Valuation concepts
- 1998 – 2002 **MSc / Mag. In Business Administration, Vienna, AT**  
**Vienna University of Economics & Business Administration**  
*with excellent results*  
Full-Time / Executive; dissertation in Balanced Scorecard implementation
- 1990 – 1995 **BA / Ing. in Telecommunications, Vienna, AT**  
**Vienna Technical College**  
*with distinction at top of class*  
Full-time

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### Certifications

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2018	<b>Certified Digital Consultant (CDC)</b> incite Ausbildungs- und Schulungsveranstaltungs GmbH
2017	<b>Certified eCommerce Expert (CECE)</b> incite Ausbildungs- und Schulungsveranstaltungs GmbH
2017	<b>Certified Supervisory Expert (CSE)</b> incite Ausbildungs- und Schulungsveranstaltungs GmbH
2017	<b>Certified Management Consultant (CMC)</b> incite Ausbildungs- und Schulungsveranstaltungs GmbH
2006	<b>Certifications in Corporate Finance and Valuation</b> KPMG internal university
2002	<b>Certified Project Manager, Level C</b> IPMA – International Project Management Association
2000	<b>Certified Quality Manager and European Quality Systems Manager</b> ÖVQ – Österreichische Vereinigung für Qualität

### Memberships

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2014	<b>Member representing EVVA at Federation of Austrian Industries</b> Federation of Austrian Industries - Industriellenvereinigung
2014	<b>Member at the committee for financial politics and capital market questions</b> Federation of Austrian Industries - Industriellenvereinigung
2014	<b>Member at the committee for infrastructure and infrastructural developments</b> Federation of Austrian Industries – Industriellenvereinigung
2011	<b>Consiliarius</b> Ordo Equestris Vini Europae – Europäischer Weinritterorden

### Publications

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#### Cross-Border M&A

KPMG, Springer Verlag, 2006; Book

#### Diverse articles, presentations and speeches around the topics:

- CFO – new tasks and challenges within organizations
- Introducing the Rolling Forecast concept in organizations
- Current valuation methods – Still appropriate?
- Internationalization and M&A – Beware of financial pitfalls
- Introducing tight cost controls in production firms
- Turning strategy into action – the CFO as main part of the game
- Target orientated financial reporting for organizations
- Industry 4.0 and its implications for Finance and IT functions