

## Curriculum vitae



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Nationality: German

### Core competences:

- Background in financial communication: major banking company, mutual investment funds, independent financial advisor
- Personal network with a great variety of contacts: politics, enterprises, science, business associations and media; among other things acquired through many years of committed work in the Wirtschaftsrat der CDU e. V.
- Communication at eye level with top politicians and top managers
- Strategically trained thinking through active membership of the CNSS Clausewitz-Network for Strategic Studies at the German Armed Forces Staff College
- Entrepreneurial action: ten years as managing GmbH partner

## Professional experience

2015/01/01-today

**Head of Corporate Communication and Economy**

**diz Deutsches Institut für Zeitwertkonten und Pensionslösungen AG  
(German Institute for Time Value Accounts & Pension Solutions AG)**

Business consultancy focussed on balance sheet restructuring and outsourcing of direct retirement pension obligations

Areas of practice

- Contact initiation to associations and to companies at the executive level
- Public relations, marketing and event management
- Political representation of interests

Particular successes:

Topic leadership on the reform of the "Flexi-II" law in cooperation with a governing party and the BDA Federal Association of German Employers

Relaunch of the diz website in 2019: [www.diz.ag](http://www.diz.ag)

2005/01/11 – 2015/31/10

**Managing director**

**Tenman Prognosys GmbH, Hamburg**

Development of a unique system to assess risks and opportunities of student loans

Areas of practice, among others

- Commercial Management
- Development of sales strategies and product concepts
- Sales to large national and international banks

Imparting of study and training courses to foreign applicants

Areas of practice, among others

- Establishment of an international agency network
- Conceptual coordination with top federal and associations, including DIHK and BDA
- Sales to employers and universities

2010/01/01 – 2011/31/05

**Managing director**

**next four GmbH, Hamburg**

Independent financial advisor

Areas of practice, among others

- Head of the Business Unit "nexteducation"
- Staff functions Corporate Communications and Finance
- Conceptual combination of company and private asset accumulation with training and career planning

2004/01/04 – 2009/31/12  
**Owner / Managing director**

**Tenman\*- Strategiepartner für Wissenswirtschaft,  
Finanzierung und Kommunikation (GbR), Hamburg**  
Consulting and financial communications for companies in the  
education sector

Areas of practice, among others

- Financial Communications for the "Ventafonds First German Education Fund"; with this fund the construction of a private comprehensive university in Germany was funded for the first time by capital market offering (closed end funds)
- Organization of special supplements to the Financial Times Germany on vocational training
- Start-up initiative for the "German Education Foundation" in collaboration with FESTO AG & Co.
- Joint venture with the company Prognosys to Tenman Prognosys GmbH

01.10.2001 - 31.03.2004  
**Head of Corporate  
Communications**

**K1F Knowledge One Fonds AG, Hamburg**  
Design and ongoing stock selection for the Knowledge One Fund-NORDINVEST, the world's first equity fund for investments in the knowledge industry;  
Development of a quantitative on-line evaluation of patents

Areas of practice, among others

- Investors information about investment opportunities and fund development in the subsectors of education, employment services, computer-based knowledge management, patent production and technology transfer
- Participation in the weekly Asset Management meetings, co-decision on fund strategy and stock selection
- In the area of patent valuation: contacting professional associations and innovation agencies, collaborate on a report for the Hanseatic Stock Exchange in Hamburg (BÖAG) to "establish a market place for knowledge-based securities"
- Corporate communications and consultancy services as a profit center with the following mandates: tecis Holding AG (Continuation of my previous occupation for tecis now as an external press secretary until the takeover of the company by AWD Holding in 2002/2003)
  - German Maklerservice AG, Hamburg (pool group for unbound finance brokers)
  - Hanse Orga AG, Hamburg (Financial Solutions software)
  - Emplics AG, Hamburg (supercomputers for industry and science)
  - FESTO Didactic GmbH & Co., Denkersdorf (qualification in industrial automation)

2000/01/10 – 2002/31/12

**Head of Corporate  
Communications PR / IR**

till 2001/30/09 employed

till 2002/31/12 self-  
employed

**tecis Holding AG, Hamburg** (M-DAX listed)

Independent financial services firm with 1250 sales partners

Areas of practice, among others

- Investor Relations (national and large international investors)
- Integrated Corporate Communications
- Strategic Marketing and Sales Support
- Contact management to external fund management companies

1989/01/11 – 2000/30/09

**Deputy Head of press / PR**

**Vereins- und Westbank AG, Hamburg**

Group's total assets in 2000, around 20 billion euros: about 4700 employees; since July 1990 in close association with the Bayerische Vereinsbank. The merger with Hypo-Bank to HypoVereinsbank Group in 1998 created the second largest private bank in Germany and the largest real estate financier in Europe.

Areas of practice, among others

- Strategic corporate communications and public relations
- Numerous public relations special projects with management tasks and high budget responsibility, for example
  - Coordination of Action "A Roof for St. Peter" with the Hamburg Church of St. Peter and the Hamburg evening paper, 1999/2000: a very large public perception, Success DM 1 million donation
  - As a member of the project management responsible for the content representation of the entire Vereinsbank Group at the fairs CeBIT HOME 1996 & 1998 (volume 3.6 million DM)
- Extensive media cooperation with BILD, DIE WELT, HAMBURGER ABENDBLATT and others

1982/01/01 – 1989/31/10

**Business Editor**

Starting of own information service company

**Berliner Wirtschaftsberichte GbR, Berlin (Berlin Economic Reports)**

Areas of practice, among others

- Correspondence and background reports for a number of prestigious media including FAZ, WIRTSCHAFTSWOCHE (Business Week), RIAS, IMPULSE, SENDER FREIES BERLIN (Radio Free Berlin), Ärzte-Zeitung (DOCTORS' newspaper comparable to Medical Tribune)
- Lecturer for Economics and Policy at the University of Applied Sciences for Administration and Legal Affairs, Berlin
- Working as an editor and head of market analysis at the GKM Gesellschaft für Kommunikation und Marketing GmbH, Berlin

## Education History

- 1975/01/10 –1981/06/10      **Studies of Economics** and Philosophy at the Freie Universität Berlin  
Diploma in Economics, overall mark of „good“
- 1966 - 1975                      Theodor-Heuss-Gymnasium, Hagen/ Westf. ;  
high school graduation mark „good“
- 1962 - 1966                      Funcke -Basic School, Hagen / Westf.

## Involvement

Memberships inter alia, in

- Economic Council of the CDU: Federal expert commission on „Growth and Innovation“, “Labour Market and Retirement System”
- Society of Friends of the ASPEN INSTITUTE GERMANY
- Clausewitz-Network for Strategic Studies at the Leadership Academy of the German Army
- Keynes-Society

## Languages

- Fluent skills of English
- Basic knowledge of Spanish and Japanese

## Further Education

- Leadership Training: time management, personal development, interpersonal communication and objectives
- Emotionally intelligent communication and networking
- Intangible assets / patents
- „Knowledge Economy Conferences“ at the European School of Business, Reutlingen
- Artificial Intelligence Conferences of the ASPEN Institute

## Awards

- Innovation award of “DABEI German Association for Education, Invention, Innovation” for the „Tenman-Karriere-kredit“ (career loans) with the CreditPlus Bank AG, 2011

## Publications

Among others

- „New Keynes-Rule for the International Currency System: How to Fight Successfully Against the Financial and Education Crises <in: Helmendag, F., (Publisher) *Metropolis Edition 2011*>

## Interests

- Gardening culture
- Fine arts
- Politics and History

Berlin, March 2020

