

Projects and Interim Management:

<p>12/17 - 07/18 Branch: Healthcare Employees: 17 • Turnover <1 m €</p>	<p>Project: Due Diligence Process for a Startup Creation of planning tool with cockpit and variable parameters • improvement of management reporting systems • analysis of the accounting and controlling processes • determination of the cash requirements • forecast of the cash development</p>
<p>04/17 - 12/17 Branch: Process Industry Employees: 750 • Turnover: 180 m €</p>	<p>Projekt: Financial Controlling Determination of the operating results of the business units • analysis of transfer prices • cooperation with auditors and the corporate tax team • intercompany clearing of receivables and liabilities with all international partners • Country by Country Reporting</p>
<p>04/16 - 10/16 Branch: Steel Constructions Employees: 90 • Turnover: 80 m €</p>	<p>Interim management: Controlling & Finance Super Key Control according to SOX • overviews as well as variance and margin analyses • monthly proof of the accounts • calculation of incentives for the sales persons • creation of a concept for the evaluation and further education of employees</p>
<p>12/15 - 03/16 Branch: Engineering Employees: 700 • Turnover: 100 m €</p>	<p>Interim management: Sales Controlling Analyses of financial statements and derivation of measures • comparison of different calculation models • preparation of the import of planning datas into the ERP system • creation of reporting tools • analyses of financial relations between the affiliates</p>
<p>09/15 - 11/15 Branch: Packaging Employees: 380 • Turnover: 140 m €</p>	<p>Interim management: Controlling Support of the Director Finance & Controlling • assistance for the budget planning process • preparation of presentations for a board meeting • improvement of EXCEL files • adhoc analyses and internet recherches</p>
<p>06/14 - 06/15 Branch: Remover Employees: 600 • Franchise partner: 14</p>	<p>Project: Business Development Audits • interviews with the management of the subsidiaries • evaluation in the principle of the balanced scorecard • strategies to develop new businesses • market analysis • morphological analysis of the services • proposal for a management report</p>
<p>07/13 - 12/13 Branch: Publisher Employees: 90 • Turnover: 60 m €</p>	<p>Interim management: Reporting Creation of reports for business units and management • analysis of the business development • calculations with scenarios and impact of KPI's • planning and disposition of promotion articles • proposals to improve the budget planning process</p>
<p>04/12 - 06/12 Branch: Machine Tool Manufacturer Employees: MA • Turnover: 40 m €</p>	<p>Interim management: Project Controlling Monitoring the progress of the major projects • estimates of the total project costs • proposals to improve the company results • support to create the annual report • analysis of the business development</p>

Projects (to be continued):

02/12 - 03/12 Gallery

Exhibition

A seven level world view as art print and videoinstallation •
economic system on a board with 240 file cards

08/10 - heute Ralf Einert Consult, Berlin

Offer of controlling services

*Projects with focus on business development, reporting, and
finance • Business plans for entrepreneurs*

05/09 - 07/10 Preparation of starting a business
from 01/09 until 03/13 office in the Josetti-Höfe

Scientific activities

Creating a concept for a lecture • Finishing ebooks and audio
books • Redesign and translation of a website

Professional Experience:

03/00 - 04/09 Branch: Entertainment
Employees: 350 • Turnover: 80 m €

Financial Analyst

Redesigning of the internal and external reporting system • working
out short, medium, and long term business plans • preparation and
postprocessing of the sales and budget planning • development of
a system of incentives for the sales representatives • distribution
and sales controlling • involvement in the due diligence process •
presentations on sales and regional meetings • preparation of
market and potential analyses

08/97 - 10/99 Branch: Building Industry
Employees: 120 • Turnover: 40 m €

Controller

Introduction of a controlling system for the construction sites •
plausibility check of the incoming and outgoing invoices • cost
control • preparation of cost and subsidiary analyses • reporting to
the managing director

08/92 - 10/94 Branch: Plant Engineering & Construction

Project Controller

Reporting to the account manager • monitoring the work in progress
of the project • contract controlling • preparation of the invoices •
documentation of the production costs • intersection between ad-
ministration and technical departments

Studies:

04/91 - 07/92 Technische Universität Berlin

Post studies at the faculty of Philosophy
in the sense of General Studies

04/86 - 12/91 Technische Universität Berlin

Business Administration and Industrial Engineering
Graduate Engineer • Focus: Supply Chain Management and
Logistics, Production Management and Controlling

Further Education:

01/00 - today Diverse institutions

Permanente participation at trainings as

Social Media Manager (2018) • Business Intelligence und Data
Mining (2017) • VBA (2014) • SAP R/3 FI/MM/SD (2013) • English:
Conversation (2011) • websites with PHP (2009) • database with
My SQL (2010) • Enterprise Seminar for Academics (2009) • CSS
(2009) • SEO (2009) • General English in Oxford (2009) • Train
the Trainer (2007) • Data Protection (2005) • Public Relations
(2004) • HTML (2003) • Controller's Seminar (2001) • SAP R/3
Finance (2000)

Miscellaneous:

01/97 - 03/97	Consulting Company, London	Practical training in Great Britain Studies about the requirements of consulting companies
01/96 - 12/96	Education Institut, Berlin	European Management and Controlling Diploma in European Business Administration
06/94 - 07/94	Center for Japanese Studies, Tokio	Cooperative Japanese Business and Society Program Business in Japan • Japan and Trading Patterns in Asia
08/85 - 03/86	Branch: Engineering	Practical training in metal processing Tool making • assembling of machines
07/84 - 09/85	Army	Military service Transportation • logistics • stockholding

Special Knowledge and Experiences:

Expert:	MS-Office: Excel, Access, PowerPoint, Word, and Outlook • Adobe: Acrobat, and Illustrator • ERP: NAVISION, pro Alpha, and SAP R/3 • BI: Cognos PowerPlay
Knowledge:	VBA-Programmierung • HTML & CSS • PHP & MySQL • Adobe: Photoshop, Flash, Soundbooth, and Premiere • Reporting standards: US-GAAP, IFRS, and HGB • BI: Orange Miner • Datev
Competences:	Systemic thinking (holistic, solution and future oriented) • interdisciplinary and cross functional horizon • analytical approach
Languages:	German: Mothertongue • English: Proficient User C1+ (2009)
Hobbies:	Dancing (ballroom, argentine tango, salsa) • sports (walking, jogging, marathon, bicycling) • intercultural experiences as backpacker

2009 until 2014 support of Entrepreneurs by creating Business Plans:

Project 3:	Supply of drinking water in areas with shortage of water
Focus:	Revision of the business plan • advice of the entrepreneur
Project 2:	Online consumer portal for a good and cost effective life
Focus:	Market analyses • P&L and financial planning • return on investments
Project 1:	Online portal to present the regional characteristics of the European Union
Focus:	Market analyses • P&L and financial planning • return on investments

1994 until today scientific analyses about economic and social developments:

Topics:	Models and scenarios: Demography • unemployment • worst case of the society • life cycle of industrial nations • wage spiral • labour demand • labour market • social inequality • system of goals including conflicts of goals • derivation of measures • calculation of a basic income • interpretation of Leibniz' sentence: „All to derive from nothing a oneness suffices.“
Material:	Multidimensional and multimedia based: Websites • ebooks • art prints • audio books • animation as infinite loop • board to present 235 file cards • PowerPoint presentation
Purpose:	Exhibitions with the option fo interactive use of different media • lectures e.g. as keynote speaker on demand