

Projects and Interim Management:

<p>11/21 - today Branch: Electrotechnical Systems Employees: 380 • Turnover 120 m €</p>	<p>Interim Management: Plan Controlling</p> <p>Execution of forecasts and the budgeting process • participating in the monthly closing of the subsidiaries of the business unit • analysis of the deviation of prices and quantities • prioritization of measures • sparring partner and coach</p>
<p>05/20 - 10/21 Branch: Developer of Solar Parks Employees: 530 • Turnover 180 m €</p>	<p>Interim Management: Corporate Project Controlling</p> <p>Cost evaluations and account mapping with the help of Navision • creation of a project dashboard • determination of the cash flow development of the projects • forecast of likely deals • time recording and analysis of the project hours</p>
<p>02/21 - 03/21 Branch: Industrial Plants Employees: 500 • Turnover 130 m €</p>	<p>Project: Digital Landscape and Project Dashboard</p> <p>Analysis of the locations of customers, projects, markets, universities, and offices • proposal of a project dashboard about the status of all projects with KPIs and the analysis of deviations • analysis of project results • derivation of suggestions for improvements</p>
<p>04/20 - 09/20 Branch: Shipbuilding Employees: 1.500 • Turnover 160 m €</p>	<p>Project: Corporate Planning</p> <p>Revision of the forecast concerning P&L, balance sheet and cash flow to Corona • optimization of the planning tool • planning for all companies including intercompany clearing with LucaNet • creation of scenarios • presentations for the board</p>
<p>10/18 - 02/20 Branch: Hygiene Employees: 400 • Turnover 130 m €</p>	<p>Interim Management: Senior Lead Financial Controller</p> <p>Participation in the monthly closing • preparation of forecasts and sales budgets • reporting of sales results und operations KPIs of the BU • analysis of price volume mixes • improvement of analyses • transfer of the reports to the introduction of SAP</p>
<p>12/17 - 08/18 Branch: Healthcare Employees: 17 • Turnover <1 m €</p>	<p>Project: Due Diligence Process for a Startup</p> <p>Creation of a 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</p> <p>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</p> <p>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>

Projects and Interim Management (to be continued):

<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>

Activities as Freelancer:

<p>02/12 - 03/12 Gallery</p>	<p>Exhibition A seven level world view as art print and videoinstallation • economic system on a board with 240 file cards</p>
<p>08/10 - heute <i>Ralf Einert Consult, Berlin</i></p>	<p><i>Offer of controlling services</i> <i>Projects with focus on business development, reporting, and finance • Business plans for entrepreneurs</i></p>
<p>05/09 - 07/10 Preparation of starting a business from 01/09 until 03/13 office in the Josetti-Höfe</p>	<p>Scientific activities Creating a concept for a lecture • Finishing ebooks and audio books • Redesign and translation of a website</p>

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 • Supply Chain Management and Logistics • Production Management and Controlling • System Analysis

Further Education:

01/00 - today Diverse institutions

Permanente participation at trainings as

Agile Organizational Development (2020) • Design Thinking (2019) • Social Media Manager (2018) • Business Intelligence and Data Mining (2017) • VBA (2014) • SAP R/3 FI/MM/SD (2013) • English: Conversation (2011) • websites with PHP (2009) • data-base 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 Business 2016: Excel, Access, PowerPoint, Word, and Outlook • Adobe: Acrobat Pro, Photoshop, and Illustrator
Knowledge:	HTML & CSS • PHP & MySQL • Adobe: Flash, Soundbooth, and Premiere • One Note • Reporting standards: US-GAAP, IFRS, and HGB • Orange Miner • Cognos PowerPlay
ERP-Systems:	SAP S/4HANA Finanzbuchhaltung, Controlling, Logistik und Business Intelligence • BPS • IFS • LucaNet • NAVISION • pro Alpha • SWOT • various in-house systems
Competences:	Systemic thinking (holistic, solution and future oriented) • interdisciplinary and cross functional horizon • analytical approach
Social Media:	Artflakes • Google Site • Facebook • Instagram • LinkedIn • Movie Creator • Programmierung von Websites • ResearchGate • Twitter • XING • YouTube
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