

Projects and Interim Management:

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| <p>10/18 - 02/20 Branch: Hygiene Employees: 400 • Turnover 130 m €</p> | <p>Interim management: Senior Lead Financial Controller 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 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 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

Redisigning 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

Design Thinking (2019) • 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:

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| 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:

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| Expert: | MS-Office Business 2016: Excel, Access, PowerPoint, Word, and Outlook • Adobe: Acrobat Pro, Photoshop, and Illustrator |
| Knowledge: | VBA-programming • 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 • IFS • 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: Mother tongue • 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:

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| 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 |