

Alex M. Dascalu



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Switzerland:
Romania:

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Curriculum Vitae - Alex M. Dascalu

Globally mobile, international educated, senior technology start-up mentor and advisor, experienced senior business developer and BPM expert, partnership manager with proven results in designing and delivering best in class results; demonstrated ability to successfully analyze an organization's critical business requirements and to build and develop innovative solutions for enhancing competitiveness, increasing revenues, and improving service offerings; demonstrated also the ability to lead diverse and international teams both in corporate environment and as entrepreneur from the ground up and to exceed metrics while improving, developing and transforming business process landscapes.

Career Summary

- Master of Business Administration in General Management
- Master in Business Engineering (Diplom Wirtschaftsingenieur - TU)
- Expert in Business Process Management
- Expert in Supply Chain Management (2nd and 3rd maturity level)
- Expert in managing (IT) projects
- Expertise in IT Service Operations, Service Strategy and Service Transition
- Background in different industries (Energy, IT, Banks, Airports, Airlines, Tourism, Building Technologies, Construction, Trading & Brokerage of Commodities)
- Entrepreneur
- Start-up mentor and advisor
- Background in Electrical Engineering (Master Degree)
- Background in Controlling and Financial Management (two Master Degrees)
- Expertise in Business Development Management, Partnership Management and Sales
- Expert in communication
- Highly organized, ability to work under pressure in fast-paced environment
- Experienced in managing teams with heterogeneous international background

Professional Experience

Since 07/2017

Founder Institute, Venture Pre-seed Accelerator, Managing Director

- Launching and operating the Romanian Chapter of the Silicon Valley based Founder Institute
- Scouting for gifted entrepreneurs and talented intrapreneurs
- Coaching and training founders shape their company vision, customer validation, MVP development, business and go-to-market strategy, fundraising
- Acting as Business advisor for various start-ups: nanotechnology, renewable energy, IT, Deep AI/ML, online marketplaces, IoT
- Acquiring sponsors for the Accelerator
- Significantly developing the local start-up ecosystem

03/2014-04/2018

Deloitte Romania, Head of German Desk (Business Development Executive)

- Building from scratch a new initiative as part of the Central Europe Initiative
- Developing and implementing a institutionalized Business Development group within the organisation
- Developing and executing of a performing Key Account Management

- Implementing a formalized opportunity management process
- Coordinating of cross functional teams
- Identifying new business opportunities using also the Blue Ocean approach
- Initiating and implementing organizational changes
- Developing self sustainable service offerings like “intrapreneurship ecosystem for multinational companies” within the Management Consulting service line
- Developing of a new business model: strategic service provider agreement for a start up in the waste management industry
- Increasing significantly the attractiveness and market eminence of Deloitte within the German speaking business community
- Developing new KPI’s for the Business Development Management and improving the delivery process of professional services

07/2016 – 04/2017 Societatea Nationala a Apelor Minerale S.A. (National Company of Mineral Waters) – Chairman of the Board of Directors

- Providing entrepreneurial leadership
- Setting (Formulate and monitor) the strategy of the Company
- Ensuring that the Company has the executive management quality to execute the strategy and run the business
- Ensuring the right organisational fit is available to achieve objectives
- Ensuring that the Company has the financial resources to achieve objectives
- Reviewing (assessing and monitoring) management performance
- Planning, presiding over, and facilitating board and committee meetings
- Presiding the committee for business development and internationalization
- Presiding the committee for nominalization and remuneration
- Partnering with the executive management to ensure that board resolutions are carried out
- Co-elaborating the code of ethics and conduct
- Ensuring that obligations to the shareholder and other stakeholders are understood and met
- Leading negotiations with banks to secure new business financing
- Preparing and conducting the on boarding process of new board members
- Developing and managing relationships and communicating with: partners, clients and stakeholders
- Acting as an ambassador for the organization

Since 04/2017 Societatea Nationala a Apelor Minerale S.A. (National Company of Mineral Waters) – Member of the Board of Directors

- President of the Audit Committee

Since 01/2007 Greenfield Management Consult, Managing Partner

- Providing market entry services for international investors to set up their business in Romania
- Facilitating of Romanian based companies to internationalise their business
- Company valuations: valuation of a Romanian IT-company. Scope: Preparation for acquisition negotiations by a Belgium company; valuation of a distribution company; Valuation of a distribution company for mobile communication services

- Development of business plans (IT start-up, Nursing home, Salt mine, innovative Kindergarten concept)
- Start-up development from vision, mission, strategy, operations setup, hiring and onboarding to fund raising
- Development and implementation of new business models
 - Design and implementation of a new service for the visa applicants for the US Embassy
 - Business model development and business process design of a new application for the clients of the “Groupon” similar service providers
 - Development and implementation of a new business model for an architecture office
- Leading Business acquisition negotiations
- Developing and implementing of a distribution network for a German furniture manufacturer in Romania
- Contract management (drafting commercial contracts)
- Developing a new corporate strategy for different Romanian IT companies
- Managing turnaround/restructuring project
- Financial auditing
- Lead generation for: Electrical engineering companies, IT companies, Construction companies, Transportation companies, Start-ups

Since 08/2011

Vital Business Development & Consulting GmbH

- Developing a new business model for international trading and brokerage of commodities
- Leading international negotiations with different stakeholders: commodity sellers, intermediaries, brokers, financing institutions, HNWI, buyers, environmental authorities, certification institutions, freight forwarders, shipping companies
- Designing and implementing a holistic value chain of trading: sourcing, negotiating, logistic planning, financing, selling
- Developing, implementing and executing key business processes across the supply chain
- Implementing a risk management methodology to mitigate supply disruption risks
- Identifying relevant and implementing new technologies
- Developing and implementing of internal procedures
- Developing and implementing of a risk assessment methodology
- Developing international cross-continental business partnerships

08/2010 – 12/2013

BVMW – Bundesverband mittelständische Wirtschaft – German Union of the Small and Medium sized Companies

- Country representative of the biggest German and European Union of SME’s
- Setting up a new country organisation BVMW Romania (45 members in 2 years)
- Developing the internationalisation strategy for BVMW Germany
- Economical and political lobbying for Romania based SME’s
- Creating new business opportunities across all sectors of activities for Romania based companies
- Organising and moderating multiple business events
- Facilitating market entries for international companies
- Providing training for regional directors and coordinating their activities
- Raising sponsorships

- Developing and executing on innovative business event formats
- Building a headquarter with 5 employees and regional directors
- Setting up a Romanian NGO – German Center for the Internationalisation of SME's

2/2014-6/2014

Interim Executive Director of the Dutch-Romanian Chamber of Commerce

08/2013-08/2014

**Crystal System, Bucharest, Romania
International Business Development Executive**

- Generating new business opportunities and leads across different industries for SAP ABAP and Business Intelligence Consulting Services
- Developing the European German Speaking Area – DACH countries
- Developing and implementing the Sales Strategy of the Company for the DACH countries

09/2005 – 11/2006

**Siemens Building Technologies, Int. Headquarters, Zug, Switzerland
CIO Process Framework Executive**

- Process Framework Executive in CIO HQ
- Coordinating alignment and implementation activities of Corporate Siemens and SBT Group CIO strategies in regional projects and SBT organizations
- Promoting, coaching and training the SBT CIO process house framework and methods: Supply Chain Management, Product Lifecycle Management, Customer Relationship Management
- Using the enterprise-wide process mapping standards and assuring the up-to-date of the SBT specific process landscape. This includes the global co-ordination of all process modelling and data management activities within SBT
- Supporting SBT initiatives aiming to improve performance and productivity of business processes in coordination with SBT divisional organizations by defining and maintaining process performance indicators and appropriate process controlling mechanism
- Analysing process framework related changes coming from Siemens AG standards and interact with the respective Siemens AG CIO process architecture responsible
- Investigating in process framework and process modelling best practice examples and assess respective methodological and tool options for the process framework maintenance
- Developing and implementing a process development guideline
- Supporting SBT initiatives aiming to standardise and harmonize the SBT process landscape by developing and implementing a process navigation and visualisation concept

10/02 – 08/05

**Siemens Business Services, Management Consulting, Frankfurt
Senior Management Consultant**

- Leading and coordinating consulting projects for external clients and Siemens internal business units
- Managing of high management exposure and complex IT Projects: in charge for quality, risk and change management for one of the biggest banks worldwide (07/03-11/04)
- Financial management and controlling of proposal / project costs
- Providing consulting services for various external customers

- Leading Proposal Projects and coordinating different Proposal Teams within Siemens Group
- Analyzing customers' internal / external environment and competitive positions as support for the account management
- Support of the presales processes
- Conducting of Fit-Gap business process analysis
- Support of Customer Management activities and Customer Development activities
- Design and implementation of Business Processes for Siemens as One - organization
- Evaluating and mitigating commercial, technical, and contractual of risks (large projects)
- Negotiating and contracting with external / internal customers and subcontractors

10/99 – 09/02

Siemens Business Services, Center of Excellence, BU Transportation, Frankfurt

Assistant of the Director “Airport Business” @ SBS

- Conceptualizing and developing IT solutions for the airport industry
- Preparing international conferences for the airline industry
- Supporting sales activities for Airport IT Solutions

Consultant

- Conceptualizing, developing and implementing IT solutions for the airline industry
- Designing and developing of a CRM application for the Travel Industry
- Developing of complex Business Plans
- Business Development for the Business Unit “Transportation”
- Coordinating and managing national and international proposals
- Supporting sales department to develop sales strategies for IT Solutions and Services

10/98 – 04/99

Scientific Assistant

Chair of Theoretical Electrical Engineering, Technical University Darmstadt, Germany

- Teaching assistant
- Project support of University PhD candidates in electrical engineering research projects

07/98 – 10/00

Scientific Assistant

Institute of Accounting and Controlling, Technical University Darmstadt, Germany

- Teaching assistant
- Conception of exams
- Project support of University PhD candidates

Education

09/04-08/06

Global Executive Master of Business Administration

Kellogg School of Management (Northwestern University/Chicago) -

USA/Germany – (Ranked 1st in Europe and 3rd Worldwide – (The Economist))

- Focus on General Management, Marketing and Finance

09/94-01/01

Master of Science

Technische Universität Darmstadt, Business Engineering Department,
Darmstadt, Germany -

- Major in Electrical Engineering (*Developing of a miniaturized high voltage source for satellite technique*)
- Major in Accounting and Controlling

09/88-07/90

Bachelor in Computer Science

Polytechnic Institute of Bucharest, Department of Computer Science,
Bucharest, Romania

Extra qualifications

January - May 2003

ITIL-Manager, Siemens Qualification & Training

03/02 – 06/02

Master of Consulting Excellence, Siemens Qualification & Training

June 2004

Value Selling, Siemens Qualification & Training

Research Projects

01/06/06 – 31/08/06

Master Dissertation, Kellogg School of Management, Chicago, USA
"Guideline for Implementation of Process Management based on a Process Framework"

Languages

English

fluent

German

bi-lingual abilities

Romanian

mother tongue

Additional Information

Nationality

German

Current residencies:

Switzerland and Romania