

RESUME



ELECTRICAL ENGINEERING | EXECUTIVE
ING. GEORG SIMA MBA
ENTREPRENEUR | GENERALIST | ENABLER

PERSONAL DATA

- Status: Civil Union
- Children: Niclas-Jan Sima, Saskia-Bianca Sima, Alexa-Louise Sima
- Nationality: Austria
- Date of birth: 5th October 1967

EDUCATION

- **2000 – 2002 Danube University Krems**
Executive Master of Business Administration MBA completed with distinction
- **1987 – 1988 Technical University Vienna**
Brief study of Data Technology
- **1982 – 1987 Technical High-School, Vienna**
Electrical Engineering, school leaving examination, engineer certificate
- **1978 – 1982 High-School, Vienna**

KEY COMPETENCES

- 15+ years | **General- & Change Management** | MONTRUST • CLC AG • SCHRÉDER • MGR • KEEMAN
- 10+ years | **Business Development** | SCHRÉDER • KNOW-CENTER • CRAYON • ONTEC AG • MGR
- 20+ years | **Key Account Management** | HCS SYSGRAF • COMNET • HP • SCHRÉDER • KMBS • ONTEC
- 15+ years | **Sales & Marketing Management** | HCS SYSGRAF • COMNET • AZLAN • GREENoneTEC
- 15+ years | **ITC Project Management** | HCS SYSGRAF • COMNET • SCHRÉDER
- 15+ years | **Management Consultancy** | MONTRUST • MGR

LANGUAGE

- Mother tongue **German**, Business fluent in **English**

INTERESTS

- Triathlon | **Self-Mastery** | Balancing of Life • MBSR | Qigong | Family Activities
- Competitive Swimmer 1973 – 1984 | **Life-Saver Award 2003**

WORK EXPERIENCE | EMPLOYEE CONTRACTS

- **2022 – 2022 | ONTEC AG | Business Development Manager**
Purpose-Driven Holacracy based Strategic Business Development for Digitalization & Software Solutions
- **2020 – 2022 | CRAYON Austria GmbH | Sales Executive | Business Development Management**
Sustainable Digitalization by RoIT with Software Asset Management | Cloud Economics | Data & AI
- **2019 – 2021 | TU Graz | KNOW-CENTER GmbH | Data & AI | Business & Area Manager**
Knowledge Visualization of Data-Driven Business with Big-Data Analytics
- **2013 – 2015 | GREENoneTEC Solarindustrie GmbH | Global Director Sales & Marketing**
Strategic Business Development Management EMEA for Solar Thermal Energy Systems
- **2009 – 2013 | Konica Minolta Business Solutions Austria GmbH | Key Account Manager**
Business Development of Document- & Infrastructure Management Systems
- **2006 – 2009 | SCHRÉDER GmbH | Managing Director | Sales & Marketing Manager**
Street- & City Lighting Projects, Strategic Partner Development for International Smart Cities
- **2003 – 2006 | HEWLETT PACKARD GESELLSCHAFT M.B.H. | Solution Sales Specialist**
HP Imaging & Printing Corporate Services in EU, Consultative Selling, Siebel TAS Specialisation
- **1994 – 2001 | Axians ICT Austria GmbH [formerly COMNET Computer Netzwerke GmbH]**
ICT Project Manager, Key Account Manager, Sales & Marketing Manager CEE
- **1988 – 1994 | HCS SYSGRAF Computerhandel GmbH [formerly SYSGRAPH Computergraphik]**
ICT Project Manager CEE, Technical Solution & Support Expert, Company Officer with Statutory Authority

WORK EXPERIENCE | ENTREPRENEURIAL VENTURES

- **2000 – 2011 | MONTRUST Management & Beteiligung GmbH | Business Consultant**
Multi-line Turn-Around and Interim- Management, Company Officer with Statutory Authority
 - **2001 – 2002 | Azlan GmbH | Head of Sales & Cooperation Austria | Due Diligence Consulting**
Based on my 6-month Sales & Market future analysis I denied further personal and COMNET corporation
 - **2002 – 2002 | NSK BETRIEBSGESELLSCHAFT M.B.H. | Interim CFO**
I supported the rescue operation of NSK Neue Stölzle Kristall to AMS & tax office for 5 months
 - **2002 – 2003 | CLC AG | Chief Executive Officer – CEO | Due Diligence Consultant beforehand**
Based on my 6-month corporate analysis I took over a technology driven Organization Change for 8 months
- **2015 ongoing | MGR GEORG SIMA s.r.o. [formerly MGR GEORG SIMA E.U.] Owner & General Manager**
International Business Networking & Project Communication Consultant | Smart Lighting & Energy Projects
 - **2015 – 2015 | S.O.L.I.D. Gesellschaft für Solarinstallation und Design m.b.H. | Interim CFO**
SOLID is inventor of Big Solar Graz – I supported the investor search and ESTAG involvement for VKR
 - **2016 – 2017 | VKR Holding A/S | MGR contractor | Big Solar Graz project/investor coordinator**
VKR has commissioned MGR to represent their interests through the local coordination of BSG vis-à-vis ESTAG, the state of Steiermark, the landowners and those responsible for economic and political matters
 - **2018 – 2019 | ICG Intelligent City Grid | MGR contractor | Managing Business Developer**
During this period, I represented the corporate alliance ELOTECH, SEAK, PREMIUM LINE, EUSAHUB with the aim of implementing Smart City Infrastructure projects, especially at congresses: Hong Kong, CEE
- **2017 ongoing | KEEROOT s.r.o. & KEEMAN k.s. | General Manager & Owner**
EMEA Business of Smart City Intelligence | Financial Software Excellence | Social Business Experience
 - **2017 – 2019 | Camelot Informatik und Consulting Gesellschaft m.b.H. | Business Development**
VIG Banking & Insurance Software & Services CEE | ICT Product & Market Development Consulting