

### Frank Weis

(born 1966)



#### Background

- General Manager telecommunications, energy and services for a national and international holding company
- Leading positions in finance, business development, controlling and technology for a leading international telecommunications group
- Over 24 years' experience telecommunications sector, over 10 years' experience energy sector
- Electrical engineer, Business engineer, Master of Business Administration (MBA)

#### Personnel Consulting

- Search and selection of highly qualified executives and specialists in every functional area of your company in the following fields:

fixed line, VoIP, broadband, IoT, mobile, LTE, 5G, Wholesale / Carrier BtoB, BtoC, IPTV, power, gas, energy production, energy distribution, energy sales, renewable energy, innovative energy concepts, E-mobility, community supply services, services, smart home...

- Search and recruitment of national and international executives / general managers with high specialization in the field of strategy, finance, controlling, IT, procurement, sales, key account management, business development, M&A, marketing, BI, product management, project management, technic, networks, facility management

#### Business Consulting

- Strategy and corporate development – growth strategy, internationalization, M&A, due diligence, company valuation, P-M-I, business development, change-management, turnaround management, synergy projects, shared – service – center, digitalization, outsourcing, product management, bundle products, agile leadership, regulatory environment
- Process management, projects, sales and customer relation management – development sales, customer retention, churn prevention, customer value maximization, CRM, process optimization, KPI, project management
- Finance and controlling – managerial accounting, financial reporting, controlling, procurement, planning, reporting, local GAAP, IFRS