## Curriculum Vitae

## Personal information

First name(s) / Surname(s)

Address(es) Telephone(s)

E-mail(s)

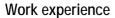
**Peter Prinz** 

peter.prinz@prinzspilele.de private: business: peter.prinz@siemens.com

Austrian Nationality

Date of birth 04 November 1969

> Gender male



Since Oct 2007 **Dates** 

Occupation or position held Main activities and responsibilities

**Head of Department** 

- profit & loss responsibility, 76 staff members in 3 countries, 26 direct reports
- business case tracking, calculations and contracting, strategy and planning
- customer negotiations, contracts and sales activities
- consulting of account managers and clients

Name and address of employer Siemens AG Austria, Siemens IT Solutions and Services, Program and System Engineering,

SIS PSE TMF, Vienna, Austria

Telecommunication and Media; IP-TV, DVB-H, Juniper Integration, Billing, Service Assurance, OSS Type of business or sector

**Dates** 

Jun 2005 - Sep 2007

Occupation or position held Main activities and responsibilities

- Head of OSS/BSS Sales Management
  - coordination of internal sales activities, contracts, bid process and bid management team lead of 5 staff members, responsible for order income of more than 10 Mio. Euro.
  - consulting of account managers and clients
  - technical sales and solution design

Name and address of employer Type of business or sector Siemens AG Austria, Program and System Engineering, PSE SMC BI, Vienna, Austria Telecommunication; OSS/BSS (Operations Support Systems / Business Support Systems)

Dates

Aug 2002 - May 2005

Occupation or position held Main activities and responsibilities

- **Product Manager** 
  - product line management, roadmap planning, business case and pricing, assignment of development department.
  - technical sales and solution design, consulting of account managers and clients
  - bid management
  - project management

Name and address of employer Type of business or sector

Siemens AG Austria, Program and System Engineering, PSE SMC BI, Vienna, Austria Telecommunication; OSS/BSS (Operations Support Systems / Business Support Systems)



Dates Jul 2004 - Aug 2006 Occupation or position held private board game publisher (avocational) Main activities and responsibilities creation, production, publishing, market and sales of boardgames Name and address of employer none (self employed) Type of business or sector boardgames, toys Dates Dec 2000 - Jul 2002 Occupation or position held Intrapreneur (i.e. Siemens internal entrepreneur) Main activities and responsibilities creating new products, services, and business models within "Siemens Business Box" profit & loss responsibility, up to 5 team members responsibility for creation, production, market and sales direct customer/supplier contacts Siemens AG Austria Name and address of employer Type of business or sector Gaming, Internet, Media **Dates** Sep 1998 - Nov 2000 Occupation or position held Software Engineer and Project Leader Main activities and responsibilities SW development, project lead, SW engineering Name and address of employer Siemens AG Austria, Program and System Engineering, PSE ECT, Vienna, Austria Type of business or sector Telecommunication, SW Engineering Sep 1997 - Nov 1998 Dates Occupation or position held University assistant lecturer Main activities and responsibilities research work and lectures Name and address of employer University of Vienna, Department of Mathematics Dates Mar 1992 - April 1993 Occupation or position held PC Support and Consulting (part time during academic studies) Name and address of employer IBM - PC Services **Education and training** Oct 1990 - May 1996 Title of qualification awarded Master of science Principal subjects / occupational skills Studies of applied mathematics

Name and type of organisation providing education and training

University of Vienna

2008 Dates

Principal subjects / occupational skills covered

Leadership Training Curriculum, with specific trainings in

- team lead and motivation
- conflict management
- communication and negotiations
- self management

Name and type of organisation providing education and training

Future (www.future.at)

Dates

2005 - 2006

Principal subjects / occupational skills covered

Project Management Curriculum, with specific trainings in

- project management principles
- team lead and coaching
- conflicts and communications
- claim management
- customer relation management

Name and type of organisation providing education and training

Primas Consulting (www.primas.at)

Dates

1999 – 2007

Principal subjects / occupational skills covered

various trainings, as

- acquisition and sales
- claim management
- anti corruption and compliance
- presentation techniques
- contract law
- quality management and development processes

Name and type of organisation providing education and training

several institutes

## Personal skills and competences

Mother tongue(s)

German

Self-assessment

European level (\*)

Engl	lish
Frei	nch

Understanding			Speaking				Writing			
	Listening		Reading		Spoken interaction		Spoken production			
C2	Proficient user	C2	Proficient user	C1	Proficient user	C1	Proficient user	B2	Independent user	
A1	Basic User	A1	Basic User	A1	Basic User	A1	Basic User	A1	Basic User	

(\*) Common European Framework of Reference (CEF) level

Social skills and competences

- **leadership** (acquired as project manager, head of department and trainings; team captain of 2000 and 2004 Austrian National Frisbee Ultimate Team.)
- capacity of teamwork (working in different teams and projects)
- intercultural competencies (team/project/department members in Hungary and Slovakia)

Organisational skills and competences

- resource planning (more than 60 different projects and tasks per year)
- project management (several projects)
- presentation skills

Technical skills and competences

- OSS/BSS consulting; process consulting; solution design of complex IT projects
- · business cases, calculations and bid management

Computer skills and competences

- Office (Excel, Word, Access, Powerpoint)
- several programming languages, Internet
- several graphic programs

Artistic skills and competences

Author of board games; nominated for the award "Spiel des Jahres" 2007. Writing

Other skills and competences

Frisbee Ultimate (world beach ultimate champion 2004 in the Masters division). Disc golf

Driving licence(s)

Car