

# JAKOB HYSEK, MSc, MIM

★ January 5th, 1990 (AT)

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## PROFESSIONAL EXPERIENCE

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- 08/22-12/22      Areeka digital education GmbH      Vienna, Austria**  
COO - Chief Operating Officer - manage and improve daily operations from product development to marketing & sales
- design and implement business strategies, plans and procedures
  - set aspirational goals for performance and growth
  - lead employees to encourage performance and dedication
  - report KPIs & give guidance to managing directors & shareholders
  - secure funding through public grants
  - manage relationships with partners/vendors
- 08/17-06/22      SAP Österreich GmbH      Vienna, Austria**  
07/21-06/22 – Senior Account Executive
- Driving the whole sales cycle from demand generation, territory planning, to negotiating on different hierarchical levels in a direct sales cycle
  - Orchestration of the teams of Specialised Sales, Demand Managers, Marketing and Business Development
  - Demonstrating the value of SAP solutions with industry content
  - Closing of software deals (across all lines of business)
  - 181% Quota Achievement
- 04/20-06/21 - Senior Specialist Analytics
- Value-based software demonstrations & presentations through storytelling
  - Lead & Support discovery sessions & Design Thinking Workshops (technical & business focused)
  - Business Development account & industry based
  - Provide first-line technical support for software evaluations and/or pilot projects
- 08/17-03/20 - Solution Specialist Analytics - Supporting entire Software Sales Cycle
- 08/16-02/17      SAP      San Francisco, California**  
Training program at SAP's training facility in California to become SAP's next generation Presales Solution Advisers
- SAP Integration of Business Processes – TERP 10 – Certification
  - Storytelling, Design Thinking, Discovery Techniques, Whiteboarding & Technology Training
- 09/15-02/16      WU Vienna (Vienna University of Economics & Business)      Vienna, Austria**  
CEMS Tutor
- Assistant for CEMS program manager and corporate relationships manager, managing program's homepage
  - organization and assistance with application and enrolment process
- 06/15-08/15      Wienerberger AG      Strasbourg, France**  
Summer Intern - Controlling department (worked for 10 weeks using French language)
- preparing budget for 2016
  - Rol evaluation of investment projects & implementation of car fleet administration software
- 02/15-05/15      PwC Norway      Bergen, Norway**  
Student Consultant / CEMS Business Project in cooperation
- "Construction and moving projects in organizations - Experience in retrospect"
- 10/13-06/14      EY – Ernst & Young      Vienna, Austria**  
Assistant in the Assurance Service Line for one full auditing season
- part of auditing team for companies from several industries and different sizes
- 03/13-04/13      Austrian Federal Economic Chamber - Wirtschaftskammer Österreich      Casablanca, Morocco**  
Intern; data administration and client communication for:
- communication with advisors from 10 different West African countries
  - consulting Austrian companies on market entry to West African markets
- 08/12      EVN AG      Maria Enzersdorf, Austria**  
Summer intern in the finance department, reporting to the CFO
- analysis of financial statements of competitors
  - creation of daily liquidity reports for CFO
- 07/10      UNIQA Insurance Group      Vienna, Austria**  
Summer internship in the company pension scheme department
- 09/08-08/09      Austrian Armed Forces      Austria**  
One year voluntarily to become an officer in the reserve
- Mountain Infantry & Logistics Education

## EDUCATION

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**09/14-05/16**      **Vienna University of Economics and Business**      **Vienna, Austria**  
MSc (WU), MIM (CEMS) | Master in International Management  
- Graduated with Honours // Thesis: "International Business Strategies in the Wine Industry"

**01/15-05/15**      **NHH – Norwegian School of Economics**      **Bergen, Norway**  
Semester Abroad | Master in International Management

**08/11-12/11**      **University of South Carolina – Darla Moore School of Business**      **South Carolina, USA**  
Semester Abroad (International Marketing, Human Resources Management, Micro- & Macroeconomics)  
- Dean's Honor Roll & Certificate for Academic Excellence (GPA 4,0/1.0)

**10/09-04/13**      **Vienna University of Economics and Business**      **Vienna, Austria**  
Bachelor of Science (WU), International Business Administration  
- Scholarship for Academic Excellence  
- GMAT – 670 points

**09/00-06/08**      **Privatgymnasium der Herz-Jesu Missionare Liefering**      **Salzburg, Austria**  
Graduated with „Matura mit Ausgezeichnetem Erfolg (GPA/1.0)

## EXTRACURRICULAR

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2020: Certified Austrian Life- & Social Coach for Personal Development, Certified Systemic Coach & Family Constellation

2019: Several Leadership Courses at Theresian Military Academy

2010: Austrian Ski Instructor

2007: Austrian Certified Paramedic, Austrian Judo Coach, Driving License

## ADDITIONAL INFORMATION

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**Languages:** German (native), English (fluent; TOEFL iBT 117/120), French (C1, 92/100 DELF B1), Italian (basic, A2), Norwegian (basic, A2), Latin

**Interests:** Judo (1<sup>st</sup> Dan), Skiing, Surfing, Kitesurfing, Hunting, Foreign Languages, Friends, Psychology & Coaching, Member & former VP of a student organization