



## CURRICULUM VITAE

### Proposed position in assignment:

- 1. FAMILY NAME:** PUTZER
- 2. FIRST NAMES:** Christian A.
- 3. DATE OF BIRTH:** 31.12.1961, Innsbruck, Austria
- 4. NATIONALITY:** Austria, Europe
- 5. CIVIL STATUS:** Single

### 6. Education:

Institution (Date from - Date to)	Degree(s) or Diploma(s) obtained:
University of Innsbruck 1983 – 1987	Mag. Rer. Soc. Oec., = MBA (Master of International Business Administration)
Handelsakademie Innsbruck 1977 – 1983	Matura

### 7. Language skills: Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
German (mother tongue)	1	1	1
English	1	1	1
French	2	3	3

### 8. Membership of professional bodies:

Economic Chamber of Commerce Austria, Chapter Tyrol, since Dec. 1992

Incite GmbH, (Int'l. Certification and training institute for Management Consultants in Vienna, Austria; [www.incite.at](http://www.incite.at)).

### 9. OTHER SKILLS:

- social competences: negotiating, rhetoric, conflict management, project management
- emotional intelligence: diplomatic pressure resistant, interculturally motivating,
- moderation-, presentationskills, convincing people

### 10. PRESENT POSITION:

- Founder/entrepreneur of Christian Putzer Management Consulting (CPM Consulting)
- President of Tyrolean Management Consultants in Economic Chamber of Commerce Austria, Tyrolean Chapter

**11. Years within the firm: since 1992 (26 years)**

**12. KEY QUALIFICATIONS:**

- Market Research experience in Eastern Europe, Asia, USA
- Setting up Market studies for decisionmakers of companies and BSO's (Business Support Organisations for Chamber of Commerces)
- Consutling for further strategy building
- Guiding and motivating people for higher targets
- Coaching them to perform in a self-motivated manner
- Long lasting intercultural management working experience (26 years) in Moldova, Armenia, Georigia, Ukraine, Croatia, Hungay, Slovakia, Czech Republic, Poland, Hongkong, Shanghai, Korea, Thailand, Malaysia, USA, Canada, Middle East (Israel, Syria, Jordania)

**13. Specific experience in the region:**

Country	Date from - Date to
Estonia Moldova Armenia Georgia Macedonia	2011 - 2018
Slovakia, Czech Republic, Hungary, Slovenia, Croatia, Poland	2004 - 2008
Ukraine	2008

**14. PROFESSIONAL EXPERIENCE RECORD:**

Date	1987 – 1989
Location	Wattens, Austria
Company	D. Swarovski & Co.
Position	Market researcher, Product Manager
Description	Investigate Markets worldwide, design Market research studies, briefing to worldwide Market research companies, develop products, market launch of products  Market development: setting up companies, hire staff, negotiate contracts with international companies, exporting products

Date	1989 – 1991
Location	Bangkok, Thailand
Company	D. Swarovski & Co.
Position	Marketing & Sales Manager
Description	Market research study for a new product in Jewellery industry of South-East Asia. Sep up data base, find jewellery high quality fashion manufacturers in SE-Asia, determine market volume, find specific market potentials, develop market, Set up Marketing and Sales strategy, implement strategy.

Date	1991 – 1993
Location	Bangkok, Thailand
Company	Lauda Air Thailand
Position	Sales Manager
Description	Research Market potential in Thailand, Australia, set up new sales strategy after the crash in 1991, develop and implement promotion strategy after the crash-accident, negoitate agreements with big 5 Thai Tour operators, negotiate corporate rate agreements with german, Austrian business comunities in Thailand, Australia, to bring back business

Date	1992 – ongoing
Location	Innsbruck, Austria
Company	Christian Putzer Management Consulting
Position	International Senior Consultant (Owner) in: Moldova, Armenia, Georgia, Estonia, Russia, Ukraine, Poland, Slovenia, Poland, Hungary, Czech Republic, Slovakia, Croatia, Macedonia, USA, Canada, Hongkong, Shanghai, Bangkok, Germany Italy, etc.
Description	<p>International Market researches in Asia, Europe, Northern America, Set up market development studies for companies in those markets, Strategy building with CEO, owners, Implementing strategies in foreign export markets, Negotiating contracts with Joint Venture partners, or importing companies, organise fairs, exhibitions, sales presentations in exporting countries.</p> <p>Matchmaking with importing and exporting companies, negotiating contracts, organising fact finding missions for high level delegations, ministers, governors, political parties from Eastern European countries.</p> <p>Training and Coaching in respective countries for BSO's – Business Support Organisations, International Marketing and Sales, Negotiating contracts with IFI's – International Financial Institutions</p> <p>Train future Management Consultants in social skills and consulting competences, coaching them and prepare them for the CMC (Certified Management Consultant upon ISO 20700 standards)</p>

#### **14. Special education and functions:**

- CMC – International Certified Management Consultant: since 2003 including regular recertifications according ISO 20700
- Chapter President of the federal state of Tyrol/Austria for the Management Consultants, Information technologies and Accountants (4.200 members)
- Advisory Board member of Moldovan Consultant Association

#### **15. Since 1992: Independant Management Consultant:**

Regions of assignments: Estonia, Moldova, Armenia, Georgia, Russia, Hungary, Slovenia, Poland, Czech Republic, Slovakia, Croatia, Macedonia, USA, Canada, Hongkong, Shanghai, Bangkok, Austria, Germany Italy, Netherlands, France, UK, etc.

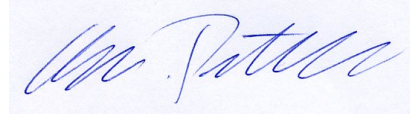
#### **16. Area of competence:**

- Setting up and developing Business Support Organisations (BSO) for Chamber of Commerce in Moldova, Georgia, Armenia, Belarus
- Setting up private consultants associations in Moldova, Armenia
- Create effective membership programs for BSO's
- Concepting, designing, implementing election processes for BSO's
- Organizing Awareness programs for BSO's
- Public Relations Management for BSO's and companies
- Management Consulting for SME's internationally
- Marketing concepts
- Market research Studies
- Financing specially with Int'l Banks and IFI's (ADB, UNDP)
- Installation of Controlling systems
- Implementation of E-Business Solutions
- Open Training seminars and inhouse seminars for consultants & managers
- Internationalization programs (e.g. Joint Venture-negotiations)
- Setting up Franchising systems for professional services (consultants)
- Export strategies for SME companies in CEE, Europe, USA, Russia
- Business development for export countries and including new products

#### **17. Serviced Sectors:**

Business Support Organisations like Chamber of Commerce, Associations like International and national Management organizations,  
Training institutions including International Certifications  
Private production companies (Concrete and wooden Buildings, construction equipment, Machine tooling, Carpenters, Bakeries, Food & Beverages, etc.)  
Start-up consulting for all serviced sectors of Chamber of Commerce in Austria  
Trading companies (Food & Beverage, furniture, Software, wood floors)  
Airline Business (Lauda Air)  
Tourism (Golf Court Development concepts, Adventure Entertainment parks)  
Services (Facility Management, Software system houses, consulting companies, advertising agencies)  
Real estate development for living apartments and business outlets

Innsbruck, May 2018

A handwritten signature in blue ink, appearing to read 'Mag. Christian Putzer', is displayed on a light blue rectangular background.

Mag. Christian Putzer, CMC  
Certified Management Consultant  
Accredited Export Consultant