

Curriculum Vitae

Personal information

Surname(s) / First name(s) **GRILLMAYR HEINRICH**
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Nationality Austrian
Date of birth 01. 02. 1965
Material status Married, 2 kids (born 1998, 2001)
Gender Male



Work experience

7/2012 - now Business Management & - Organization Consultancy, Austria
Entrepreneur
Main activities Areas of Expertise: sales consulting; sales coaching; sales processes; looking for new markets with building up a sales structure; organization;
Market focus: GCC, Turkey and South-East-Asia
- Consultancy Saudi Arabia
- Company foundation in Dubai/UAE while in executive function;
- Company foundation in Singapore while in executive function;
Senior Consultant KEBA AG
- Sales and marketing of the banking automation products in the GCC
2012 - now Lecturer, University of Applied Sciences, Steyr, Austria
Main activities Lectures / presentations in the Topic „Global Sales Management“
* Searching for new markets: Strategies, Tools, practical ways
* Foundation of new subsidiaries in different parts of the world
* Board submission „New Subsidiary“ – Strategic paper including:
Foundation process
Local market, sales and service strategy
Business case for 3-5 years (incl. P&L)
Liquidity plan
2008 – 6/2012 General Manager-COO, KEBA Ltd. Ankara, Turkey
Main activities & responsibilities - exploration of Turkish market with bank note recycling and first and last mile solution for B2C parcels
- company start up
- responsible for all financial parts of the company (IFRS standards, SAP-R3)
- responsible for the local product-management
- responsible for the local service-structure and service-partner management
- responsible for interaction/communication between headquarter and daughter company.

2005 – 6/2012 Main activities & responsibilities	<p>Head of International Sales, Banking and Service Automation, KEBA AG, Linz, Austria</p> <ul style="list-style-type: none"> - responsible for the sales of the products of Banking and Service automation outside Germany and Austria - managing the sales group "International Sales" - responsible for sales and results - market analysis and research for the right markets for KEBA products worldwide - development of strategies for new company subsidiaries, which leded in the foundation of subsidiaries in Romania, Turkey, Italia <ul style="list-style-type: none"> - development of strategies for sales and service partnerships , which leded in selected partners in Romania, Italy, Turkey, Saudi Arabia, Singapore, Malaysia, United Arab Emirates, Oman - Internationalisation of the cutting-edge automated first and last mile solution for B2C parcels
2004 - 2005	<p>General Manager-COO, KEBA Ltd. Beijing, China</p> <ul style="list-style-type: none"> - company start up from the scratch on site - responsible for all financial parts of the company (IFRS standards, SAP-R3) - responsible for the local product-management - responsible for the local service-structure and service-partner management - responsible for interaction/communication between headquarter and daughter company.
1994 – 2003	<p>Business Unit Manager “RONDO”, KEBA AG, Linz, Austria</p> <p>Establishment of the business unit “RONDO” (multifunctional ATMs) from scratch to count among the two most famous manufacturers in Central Europe.</p> <p>Highlights:</p> <ul style="list-style-type: none"> - Development of the brand-new generation of ATMs “RONDO” (now marketed as KePlus): multifunctional, modular, banknote recycling, coin recycling, scanning and character recognition of payment forms, saving book processing. Sales and marketing in Europe resulting in second place of market leadership. - Market analysis and development: projects in Germany, Austria, China, Czech, Turkey, United Arab Emirates, Saudi Arabia, Thailand and Malaysia. Exclusive supplier for Deutsche Bank and Commerzbank for years - Personnel management - Responsible for financial planning, forecasting, turnover and EBIT of the unit - Management of Research & Development, design, financial figures of the unit.
1992 – 1994	<p>Project Manager, KEBA AG, Linz, Austria</p> <p>Leading of projects for banking automation in Germany, Austria and Switzerland, full responsibility for the projects: timing, functionality and costs.</p>
1989 – 1991	<p>Software Engineer, KEBA AG, Linz, Austria</p> <p>Developing of drivers for components in our banking systems (coin modules, network communication components, card readers) and parts of the Human Interface.</p>

Education and training

June 1989	Diploma “Industrial Mathematics” (Dipl.-Ing.), J. Kepler University, Linz, Austria
1983 - 1989	Industrial Mathematics, J. Kepler University, Linz, Austria
June 1983	high school exam: entitlement for all types of Universities

1975 – 1983 high school “1. BRG Linz, Fadingerschule”, Linz, Austria
 1971 – 1975 elementary school, Ansfelden, Austria

Personal skills and competences

Mother tongue(s) German

Other language(s) English, fluently in understanding, speaking, writing

Organisational skills and competences - Technical, organisational, social and cross-cultural skills acquired during part-time education (general management, product management, project management, change management, organisational development, among others) and “training on the job” (learning by doing).
 Technical skills and competences - Financial reporting system (IFRS, SAP-R3)
 Social skills and competences - Leading and training company inside: sales, planning, financial structures.

Computer skills and competences Office Tools (Microsoft Office full set)
 SAP (sales, development, production planning)
 CRM-Systems and Tools

Other skills and competences Board Member in the Sports Club “Skiclub Ansfelden” since 1984
 Skiing instructor for beginners and advanced skiers
 Skiing trainer and manager for the junior skiing team

Driving licence A, B