



PERSONAL DATA

Name	Mag. Peter Stark, MIM
Date of birth	10 May 1967
Marital status	married, 2 children

CARRER

Since 2010 **Partner of prom² GmbH, Office Berlin**

1994-2009 **Winterheller software, GmbH**

2003 to 2009 Regional Director Germany north and Senior Partner
Head of 14 employees (sales, consulting and administration)
Monthly reporting and forecasting
In charge of about 120 business accounts
Budgeting and forecasting as well as regularly supervising
Acquisition of new accounts

1997 to 2002 Branch Manager, Dusseldorf, General Manager
Acquisition of accounts like Telekom Deutschland, Henkel,
Ströer, Roland Berger or KPMG
Director Sales of Winterheller software
Senior Partner

1994 to 1997 Senior consultant Graz und Wien
Branch Manager, Vienna
Development of the sales department
Implementation of Management Information systems as well as
Controlling systems for small and medium sized companies

Further expertise

1991 to 1992	Freelancer at SAPPI in Graz and Prague Development of a study concerning the market entry into the Czech and Slovakian market for printing paper.
1989 to 1990	Freelancer at TVM in Boston Analysis and evaluation of business plans

TRAINING

Further Training

2004 to 2006	Management training for executives at Winterheller's Management Academy
1992 to 1994	CEMS MIM (Master of international management) at Copenhagen Business School
1987 to 1994	Studies at University of Economics and Business, Vienna. Degree: Bachelor of Business Administration. Main courses: International Marketing and Trade, EC law
1986 to 1988	In each year 2months training at Papeterie de Versoix, Geneve

Education

1976 to 1985	Secondary school (languages) at Gymnasium "BG Carneriegasse", Graz, Styria. University-entance diploma
1972 to 1975	Elementary school in Adnet, Salzburg und St. Pölten, Lower Austria

SPECIAL SKILLS AND KNOWLEDGE

EDP	MS Office, Professional Planner
Languages	English business fluent French fluent in written and spoken Italian basic knowledge
Hobbies	Family, sports (running, skiing, golfing, mountaineering), acting

FURTHER INFORMATION

Delivering lectures at universities in the German-speaking world and giving presentations for seminar providers such as Management Circle or Euroforum.

Author of the book "Das 1x1 des Budgetierens" ("The basics of budgeting"), which was listed among the 10 most important business books by the Financial Times Germany in 2006

Member of the management team when Winterheller software was elected number one in Austria and rated among top ten in Europe by the Great Place to Work® Institute.