

# Dr. Karl Schäcke



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## PROFILE:

As an inspirational and people focused Managing Director, C-Suite Officer and leader, I have a sharp eye for a business deal. I am highly entrepreneurial and an experienced Board Member with exceptional operational skills, a demonstrated agility and thorough understanding of what is required to make a business work while delivering strong value creation for shareholders. In my experience I have seen myself involved in many different types of business and I am passionate about operational efficiencies across all disciplines. I have a track record of growth, earnings improvement and PMI.

## SKILLS:

- ◆ Strategic Capability ◆ Growth Mindset ◆ Results Driven ◆ Business Transformation ◆ Disruptive Thinking ◆ Agility ◆
- ◆ Negotiation ◆ Keynote Speaker ◆ Corporate Governance ◆ Clear Communication Change Management ◆ Culture Shaping ◆
- ◆ Collaboration ◆ Due Diligence ◆ Sustainable Practices ◆ Networking ◆ Stakeholder Management ◆ Board Member ◆

## ACHIEVEMENTS:

- ❖ As Managing Director, I led the scaling of the group to double in two years while being an EBIT margin engine by performing a successful purchasing programme simultaneously. After 4 years, achieved 3x revenue and 4x EBIT.
- ❖ As CEO of Rudolfinerhaus, I convinced our shareholders to participate in a huge investment programme having achieved a 25% increase in EBIT while reducing capital employed by one third.
- ❖ Developed and delivered a strategy to save a NPL Loan for a bank. K-Uni Group was in distress, in an advisory capacity, I took on a full operational review of the business and put the company back in profit within 2 years and rolled out a growth programme enabling it to scale as per the exit strategy 4 years later.
- ❖ At Verbund International, I saved more than €400M by undergoing a safeguarding and arbitration process and disposing of challenging assets.
- ❖ I have raised up to €10M in Austria for various investment projects in real estate and industry using personal funds and professional contacts.

## PROFESSIONAL EXPERIENCE:

- Jan 22– now**      **Montana Aerospace AG / Energy Division: CEO ASTA Group**  
Responsible for developing value chain further and realizing synergies in the group worldwide.  
(Additional functions are R&D, Sales)
- Nov 21– Dec 22**    **Montana Aerospace AG / Energy Division: ASTA Group**  
CHIEF OPERATING OFFICER, Oed  
Responsible for developing value chain further and realizing synergies in the group worldwide.  
(Functions are: manufacturing, purchasing, quality, SCM, HSE, IT, business development)
- Jul 20– Nov 21**    **EvoCare Holding AG**  
MANAGING DIRECTOR & INVESTOR, Vienna.  
Responsibility for identifying and start up in relevant key markets in Europe (Sales & Operations).
- Apr 15–Dec 19**    **K-Uni Group – NON-OPERATING BOARD MEMBER, Villach.**  
❖ Restructuring of NPL for Austrian Bank and advisory in respect of controlling and reporting, sales strategy, and operational efficiency.
- Apr 16–Oct 18**    **Rudolfinerhaus Privatklinik GmbH, Vienna.**  
CHIEF EXECUTIVE OFFICER / CFO  
❖ Execution of earning improvement programme to stay independent, CE optimisation, Sales and Marketing strategy, Portfolio strategy.
- Nov 10 – Apr 15**    **Verbund International France: Poweo SA, Poweo Production SAS, Paris, France.**  
CHIEF OPERATION OFFICER / CHIEF RESTRUCTURING OFFICER / CFO  
Retail, Trading, Renewable portfolios, CCGTs, Comex Member.  
❖ Restructuring, disposal of all assets (various vendor due diligences and sales process leads), for preparation: leading a safeguard process, managing arbitration process).
- Apr 08– Present**    **Inspiro Management und Beteiligungs GmbH, Vienna**

**MANAGING PARTNER**

Inspiro is an operational and management company involved in management assignments, Private Equity Investments (with partners) and selected managerial and advisory work.

**Apr 08-Nov 10****Eucoma Holding GmbH**, Vienna, Austria.

PARTNER

❖ Evaluation of and investing into SMEs (distressed)

**Private equity investments such as (selection)****Outimex AG.** Exit to PE (2008-2012).

❖ Strategic new orientation, rental business for earning improvements.

**Kuvag GmbH.** (2011-Present)

NON-OPERATING BOARD MEMBER, SHAREHOLDER

❖ Advisory work in respect to various functions, sales strategy, and operational efficiency.

Other projects include Various due diligence work in manifold industries in SME

**Advisory work such as (selection)****Verbund AG:** Purchasing program comprising about € 300 ml, savings added up to 5% (2008-2009)**Leitz GmbH:** Sales strategy and Operational Efficiency programme (2009)**Ökostrom AG:** Strategy development and implementation (2011-2013)**Penz GmbH:** Strategy assessment, Business planning (2015)**Apr 04 – Apr08****Palfinger AG:** , Salzburg

MANAGING DIRECTOR – Global Operations Management

❖ Growth situation: Revenue x3, EBIT x5, Shareprice +1600%.

❖ Groupwide function (Strategic Purchasing, SCM, Cost Improvement, Quality).

❖ Financial operational reporting and controlling.

❖ Global new structure, upscale programme, M&amp;A/PMI, turnarounds.

❖ Acting as Managing Director 04 – 06 for Palfinger Produktionstechnik GmbH.

**Apr 04 – Apr0****A.T.Kearney Ges.m.b.H.** , Vienna

Member of the Management Team, ASSOCIATED PARTNER (PRINCIPAL)

❖ European Core Team Member Energy/Process Industry/Utilities.

❖ Program-management and turnaround management in different industries (Private Equity, construction engineering, automotive, machinery construction).

**Nov 96 – Jun 00****KPMG Consulting GesmbH**, Vienna

CONSULTANT to MANAGER (Nov 96-Jun 00)

❖ Manager in the field of Strategy &amp; Customer Care Solutions, Sales Force optimisation.

**Apr 93 – Dec 96****Schäcke Elektrohändelsges.m.b.H.**, Vienna (now [www.rexel.at](http://www.rexel.at))

PROJECT MANAGER to MANAGING DIRECTOR (Shareholder: family Ertl/Schäcke), Advisory Board Member.

**Mar 01 - Present****Ertl Liegenschaftsverwaltungsges.m.b.H.**

Shareholder, Managing Director (temp.), real estate, various investment projects and renegotiations.

**EDUCATION & TRAINING:****May 94 – Nov 96****Johannes Kepler University, Linz, Austria**

Doctorate in Business Administration, Prof. G. Reber – Systemic Consulting &amp; Organisational Learning.

**Sep 92 – Feb 93****Rotterdam School of Management, Rotterdam, Netherlands**

Participant in the IMScEC Programme – International Management Programme.

**Sep 88 – Apr 94****Vienna University of Economics & Business Administration – ‘Magister of Business Administration’****Sep 80 – Jul 88****Aloisianum, Linz, Austria (Private Grammar School)****PUBLICATIONS**

Lecturer Vienna University of Economics and Business Administration (Prof. Speckbacher): M&amp;A and PMI.

**& LECTURES:**

Lecturer Johannes Kepler University, Linz (Prof. Feldbauer-Durstmüller): Restructuring.

Various Articles, various Speeches at conferences and keynote speaker.

**LANGUAGES:**

German (Native), English (Fluent) French, Dutch &amp; Spanish (Basics).

**INTERESTS:**

Ski touring, mountain skiing, various mountain and water sports, classical music and reading.