

STEFFEN SCHINK

Strategy Consultant, Interim & Project Manager (10+ years' experience)

Strategy | Processes | PMO

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EXPERIENCE

Freelance Consultant & Manager

Schink Consulting



01/2020-today flexible self-employed

- Developed and managed **procurement processes** to defend and pass-through supplier price increases at an automotive supplier
- Supported the inhouse consulting of a trade fair organizer with **organizational & process development** topics (e.g., exhibitor requests, personnel planning and recruitment, etc.)
- Managed **PMO to test software** for e-mobility service provider on behalf of an OEM
- Developed **strategy** presentation and created **PMI** blueprint for the buy-and-build approach of a gardening and landscaping group
- Commercial **due diligence** for mobile sanitation provider
- Conceptualized and implemented **quality assurance and customer support processes** at a publishing group's pre-launch corporate startup
- Managed **PMO to build Covid-19 testing capabilities** & capacities for a TIC corporation (incl. materials, personnel, space, software, legal)
- Drafted new **budget planning and approval process** at a health education scale-up, including clear steps, responsibilities and thresholds
- Managed **PMO for GM1 and OPEX improvements** at a fitness scale-up via product and pricing changes or cost cutting, and concept creation for **inhouse consulting setup**

Senior Manager Strategy & Business Dev.



PARK NOW & CHARGE NOW

11/2018-01/2020 Berlin corporate scale-up

- Part of the core team launching the BMW/Daimler-Joint Venture
- Developing **strategy** for different customer groups and market segments
- Translation into **business planning** and board presentations as well as participation in budget negotiations with shareholders

Director Corporate Development



CleverShuttle

10/2016-10/2018 Berlin mobility start-up

- Directly reporting to the founders and team leadership of 4 direct reports
- Operations optimization** and composition of the company's process manual, enabling 10x growth to 60k rides per month
- Development of new SaaS segments**, winning and implementing 2 strategic franchise and whitelabel pilot partnerships with Madsack & SVL
- Fundraising**, securing ~€2m Series A (incl. pitches, due diligence mgmt. etc.)
- Other projects (incl. customer surveys, financial planning, KPI reporting etc.)

(Senior) Strategy Consultant



OC&C Strategy Consultants

07/2014-09/2016 Düsseldorf, London, Zurich etc. retail, e-com, B2B

- Market research**-based customer segmentation for a jewelry retailer and deduction of recommendations for store design, assortment, counsel etc.
- Efficiency improvement** of a consumer goods manufacturer's sales dept., e.g. through reorganization and updated rebate catalogue (~€1.0m potential)
- Development of a new **pricing strategy** for an online tender offer platform
- Development of a **budget allocation** strategy and tool for a global NGO
- Several e-commerce **due diligences** (fashion, electronics, classifieds etc.)

Internships

various times Munich, Brussels, Frankfurt etc. various industries

- Various placements at German-Portuguese Chamber of Commerce, BMW, Auswärtiges Amt, Bayer Business Consulting, Accenture, Deutsche Bank etc.

STRENGTHS



Thinking analytically

Seeing how things work and which levers to pull, combining data and facts with good judgment



Delivering results

Taking action and ownership, staying connected to the details while painting the big picture and not dropping a ball to deliver high-quality results in a timely fashion



Earning trust of others

Listening attentively, speaking candidly, treating others respectfully and truly believing in cross-functional collaboration to build trustful relationships

QUALIFICATIONS

Languages

German (Native)

English (Fluent)

French (Advanced)

Portuguese (Beginners)



Tech Skills

Expert in MS Office (esp. Excel, PPT)

Advanced in Asana, Trello, GSuite

Awards

Scholarships from DAAD, e-fellows, Nova SBE

Certificates

Project Mgmt.: Prince2 Practitioner, Scrum Master

Service Mgmt.: ITIL v4

EDUCATION

MSc in Management (ø: 17/20 ≈ 1.3 ≈ top 5%)

Nova School of Business and Economics

09/2012-01/2014 Lisbon, Portugal

BSc in Business Admin. (ø: 1.6 ≈ top 10%)

University of Mannheim

09/2008-06/2011 Mannheim, Germany

- Incl. semester abroad in Miami, USA

Abitur (ø: 1.6)

Städtisches Gymnasium

08/1999-06/2008 Ahlen, Germany

PASSIONS

Recharging in nature, hiking & mountaineering, skiing, football (Borussia Dortmund), movies, gaming, discovering new cultures