

STEFFEN SCHINK

Strategy Consultant, Project Manager & Business Leader (10+ years' experience)
Expert for Operational Excellence | Strategy | PMO

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EXPERIENCE

Freelance Strategy Consultant & Interim Mgr. SCHINK CONSULTING

01/2020-today flexible freelancer

Management of business-critical & cross-functional projects in operational excellence, strategy development and PMO, typically mandated by the clients' top management, e.g.

- Expedited **merchant onboarding & KYC process**, rolled out new merchant contract framework and managed **upstream merger** at payment service provider
- Redesigned and interim 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 **growth strategy** and managed first 100 days of a **post-merger-integration** as interim PMO for a gardening and landscaping group with a buy-and-build approach
- Commercial **due diligence** for a mobile sanitation provider
- Conceptualized and implemented **quality assurance and customer support processes** at a publishing group's pre-launch corporate startup
- Interim **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 mobility scaleup

Right hand of the vertical CEO at newly founded HQ organization of the BMW/Daimler mobility joint venture, focusing on corporate and business strategy

- Developing **growth strategies** for different customer groups and market segments
- Translation into **business planning** and participation in budget negotiations

Director Corporate Development CleverShuttle

10/2016-10/2018 Berlin mobility scaleup

Building and leading the corporate development team (4 direct reports) at on-demand ridesharing mobility scaleup, reporting directly to the founders

- 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** (e.g., customer surveys, financial planning, KPI reporting etc.)

(Senior) Strategy Consultant OC&C Strategy Consultants

07/2014-09/2016 Düsseldorf, London, Zurich etc. top-tier consultancy

Exemplary projects included e.g.

- 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
- Development of a new **pricing strategy** for an online tender offer platform
- Several e-commerce **due diligences** (fashion, electronics, classifieds etc.)

Internships

2009-2013 Munich, Brussels, Frankfurt etc. various companies

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

STRENGTHS

Thinking analytically
Seeing how things work, which levers to pull, and how solutions can look like, quickly grasping data and facts

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 collaborating cross-functionally to build trustful relationships

QUALIFICATIONS

Languages

German (Native)

English (Fluent)

French (Advanced)

Portuguese (Beginners)



Tech Skills

Expert in MS Excel, MS PPT, MS Project)

Advanced in Asana, Trello, Gsuite, Jira, Confluence, Signavio, Camunda, Power BI, Miro

Awards

Scholarships from DAAD, e-fellows, Nova SBE

Certificates

Project Mgmt.: Prince2 Practitioner, Agile 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, cinema and movies, gaming, bouldering