

Curriculum Vitae

Personal Data



Wolfgang Rams

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Date of Birth: 29th of June 1969

Career Development as a Business Owner

Since Feb. 2020:	Africa GreenTec AG , Solar Minigrids in SubSahara Africa Co-Founder & Chief Operating Officer
Since July 2006:	Consmart GmbH , Management & Innovation Consulting, Company Building, Duesseldorf Managing Partner / CEO
since 06/2015	eit ClimateKIC Accelerator @ Provadis Hochschule , Frankfurt/Main Executive Manager Content Responsible for the processes, the content management and the coaching of rd. 85 European start-ups from 13 countries, EU government-funded international Cleantech Accelerator
04/2017 – 02/2020	AfricaGreenTec AG , Hainburg am Main Investor / Business Angel & Chairman of the supervisory board Solar Power Supplier in rural areas of Afric
since 12/2014	CERAFON a brand of Consmart GmbH, Düsseldorf Founder Global Mobile Service, based on an international SIM card
01/2019 - 04/2019	Deutsche Bahn AG , Frankfurt am Main Executive Consultant Concept on the impact of eSIM-Technology on the IoT solutions of Deutsche Bahn
10/2017 - 04/2018	Unitymedia NRW GmbH , Köln Entrepreneur / Founder Realizing of an Ethno-Brand concept as a turnkey company building service including whole IT infrastructure (CRM, ERP, website, sales portal, call center) as well as team staffing and marketing & sales activities (advertisement, branding, social campaigns)
11/2014 - 05/2015	Deutsche Post AG , Bonn Executive Consultant

Curriculum Vitae

Preparation of a Business Plan (Product Roadmap and Business Case) for a subsidiary company in the field of ID-Management and BigData

- 04/2016 - 08/2016 **Telekom Deutschland GmbH, Bonn**
Executive Consultant
Strategy-concept about partnering with start-ups in the department of business sales of Deutsche Telekom
- 05/2008 - 03/2017 **Vodafone D2 GmbH, Duesseldorf**
- **Key-Account Management** in Consumer Online Sales for the Prepaid Mobile Brand CallYa (07/2016-03/2017)
 - **Project management** for the introduction of eSIM services (embedded SIM) as well as definition of business processes in cooperation with Samsung and G&D (08/15-04/16)
 - **Project Management** with regard to the launch of a Vodafone-KabelDeutschland-Campaign (07/14-03/15)
 - **Project Management** KD/VF merger: Definition and launch of Cross-Sell offers
 - **Program Management / Change Management** eCommerce: Globalisation of Vodafone's eCommerce Platforms
 - **Marketing Management** (Go-to-Market) Mobile Services Postpaid
 - **Programme Management**, incl. Governance processes for internal project funding and reporting in the department of eCommerce / Internet Sales
 - **Programme Management**: Launch of a Fixed-Mobile-Convergent Product, especially regarding sales activities
 - **Product Management: Product Concept for Location Based Services, especially GPS-based navigation services**
- 03/2008 – 04/2008 **Turkish Telekom, Istanbul, Turkey**
Executive Consultant
Development of a Fixed-Mobile-Telco Market Entry Strategy following an ethno based market approach.
- 11/2007 – 02/2008 **Schallehn Family Office, Bonn, Germany**
Interims CFO
for a company out of the investment fund's portfolio in the area of 'Whole-Food'.
- 10/2006 – 09/2007 **Ya.com/T-Online Telecommunications Spain, Madrid, Spain**
Interims Manager as Head of Product Development,
including launch of a GSM/Wifi Dualmode mobile device in the Spanish market

Career Development as an Employee

- 02/2004-02/2006 **Polska Telefonia Cyfrowa Sp. Z o.o., Warsaw, Poland**
Director of Strategy
Corporate Strategy Development and Implementation // Business Development // CRM-Strategy // Regulation Issues // Portfolio Management // Partner Strategy
- 07/2002-01/2004 **T-Venture Holding GmbH, Bonn, Germany**
Senior Investment Manager
Technical, financial and market due diligence for investment opportunities
- 01/2000-06/2002 **T-Com, Deutsche Telekom AG, Bonn, Germany**
Head of Product Marketing for Convergent Products
Management of the existing fixed-mobile-convergent product portfolio

Curriculum Vitae

- 05/1998-12/1999 **T-Mobile Germany GmbH, Bonn, Germany**
Project Manager Customer Retention
Identification and implementation of measures to increase the loyalty of T-Mobile's customers
- 11/1996-04/1998 **T-Mobile Germany GmbH, Bonn, Germany**
Manager Corporate Development and Strategy
Corporate strategy development and planning // Portfolio management
- 09/1994-10/1996 **T-Mobile Germany GmbH, Bonn, Germany**
GSM Testing Engineer
GSM conformance testing for BSS // Specification at ETSI

Education & Science

- Since April 2014:** **Professor for Entrepreneurship and Innovations**
Provadis School of International Management and Technology
AG, Frankfurt am Main
- Technology- and Innovation Management
 - Entrepreneurship
 - (Telecommunications-) Management
 - International Management
- Since March 2020:** **Research project** to determine the **Success factors of sustainable start-ups** in cooperation with the **Technical University Munich (TUM)** and financed by the **Deutsche Bundesstiftung Umwelt (DBU)**
- Since April 2018:** **Teaching assignment at University Duisburg / Essen**
Mercator School of Management University Duisburg-Essen,
Subject: Intrapreneurship and Innovation
- Oct. 2018:** **Teaching assignment at Maastricht School of Management**
Maastricht School of Management (MSM), Subject: International Business
- Oct. 1997 - Aug. 2001:** **Ph.D in Economics**
Mercator School of Management University Duisburg-Essen, Prof. T.J. Gerpott, Subject: Customer Retention in the German Mobile Telephone Market
- Oct. 1994 - Mar 1997:** **Business Administration Degree (Diplom-Wirtschaftsingenieur)**
Open University Hagen, Main subjects: marketing, organisation & planning, operations research
- Oct. 1989 - Aug. 1994:** **Telecommunications Engineer (Diplom-Ingenieur)**
Technical University (RWTH) Aachen, Main subjects: high frequency technology, mobile communication systems
- July 1988 - Sep. 1989:** **Military Service**
- Aug. 1975 - June 1988:** **A-levels (Abitur)**

Curriculum Vitae

Patents

International Patent for “Process for integrating cordless telephone networks into cellular mobile telephone networks” (German Patent number: 196 17 441);

PCT Patent for “Target Object for Balloons” (Patent number: PCT/DE2003/004142)

Languages

German: native speaker
English: fluent written and spoken
French: intermediate
Spanish: intermediate
Polish: basics

Executive Skill Set Overview

Management & Strategy

- 25 years' professional experience in corporate strategy, product & marketing management
- Since 13 years own consulting company with mandates at large international companies, e.g.
 - o Vodafone D2 GmbH, Germany: project management, governance, sales
 - o Deutsche Post AG, Germany: Business Planning and Strategy
 - o Deutsche Bahn AG, Germany: Digital Strategy
 - o Ya.com, Madrid: Product Management
 - o Turkish Telecom, Istanbul: Product Management

Innovation & Start-ups

- 21 years' professional experience in innovation, venture capital and entrepreneurship
 - o Investment Manager for a corporate VC
 - o (Co)founding of 7 companies
 - o Developing consmart into a company builder
- Since 5 years Professorship in business administration with a focus on Innovation and Entrepreneurship
- For 5 years' management of the ClimateKIC-Accelerator-Program in Germany and 12 European countries:
 - o Development of the curriculum
 - o Coaching of the start-ups
 - o Realization of Bootcamps and Workshops
 - o Conception of an accelerator platform
- Since 7 years' lecturer in international technology & innovation management, digital business as well as entrepreneurship
- Holder of 2 patents

Finance & Accounting

- 17 years' professional experience in finance & venture capital
 - o Business case calculation for governance and decision making processes in big organisations
 - o Business Case calculation for start-ups, including Income statement, cashflow statement and balance sheet
 - o Financial due diligence as Investment Manager

Food industry

- Since 11 years' experience in Food industries
 - o Interim CFO of a Whole-Food start-up
 - o Broad portfolio of food start-ups within the ClimateKIC Accelerator Program

Curriculum Vitae

- Investor in Clean Tec company Africa GreenTec with several aspects of food production in rural areas of Africa.

IT & Technology

- Electrical engineer with a focus on communications engineering and digitization
- 5 years of company building including all relevant IT systems as Founder and Consultant