

# STEFAN GASSNER

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## EDUCATION

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*Hohenheim University, Stuttgart, Germany*

**Ph.D. in Business Administration (Dr. oec.)** Jun 2009 – Oct 2012

- Graduated summa cum laude (with highest honours)
- Topic: “Sourcing of Maintenance Services in Production Networks – Multi-Criteria Decision between Make, Buy, Concurrent Sourcing and Co-operate”
  - Derived a decision-making process for the procurement of services
  - Researched how companies could jointly make sourcing decisions
  - Surveyed over 1000 companies in the chemical and mechanical engineering industries
  - Extensive statistical analysis, extensive literature research, structuring of information
- Awarded the Scholarship for Graduate Studies by the State of Baden-Württemberg (Apr 2011).

*Hohenheim University, Stuttgart, Germany*

**Combined Bachelors/Masters Business Administration & Economics (Dipl. oec.)** Oct 2003 – May 2009

- Graduated 8<sup>th</sup>, Top 5% (Grade: 1.6). Duration 9 semesters (average duration for the course: 11.3 sem.)
- Thesis: “Deriving Maintenance Strategies for Cooperative Alliances – a Value Chain Approach”
- Major areas of study: Logistics & Operations Management, Information Technology (IT) and Int. Trade.

*Macquarie University and International College of Management, Sydney, Australia*

**Masters in International Business (MIntBus)** Feb 2007 – Apr 2008

- GPA: 3.875
- Major areas of study: Int. Accounting, Int. Financial Management, Int. Marketing, Strategic Intelligence, Strategic Operations Management, Managing Cultural Diversity in Business, Int. Trade
- Awarded the Merit Certificate for Outstanding Academic Performance.

*Otto Hahn Gymnasium (High School), Tuttlingen, Germany*

**Higher School Certificate (Allgemeine Hochschulreife, Abitur)** Aug 1993 – Jun 2002

- Grade 1.5 (German school mark scale from 1.0 (high distinction) to 4.0 (pass)).

## PROFESSIONAL EXPERIENCE

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*Grosvenor Management Consulting, Sydney, Australia*

**Senior Consultant** since Jan 2013

- Management Consulting in Procurement, Strategic Sourcing, Business Improvement and Corporate Real Estate

*Chair for Operations Management, Prof. Dr. Habenicht, Hohenheim University, Germany*

**Postgraduate Researcher** Jun 2009 – Mar 2011

- Consulting for two major suppliers in the Automotive Industry in regards to procurement strategies and organisation (conceptual design, research, interviews, presentation to client, report)
- Teaching assistance for graduate classes on “Internal Logistics Planning”, “Strategic Operations Management” and “Supply Chain Management”, mentoring Bachelor and Master Theses students
- *Achievements:* Introducing eLearning to all classes despite adversity, introducing new computer network architecture including outsourcing of data storage and backup services, presenting a research paper at the International EurOMA Conference, Porto (2010), participant of the EurOMA Doctoral Seminar (2010) and EurOMA Summer School (2009).

*Management Partner GmbH Business Consultants, Stuttgart, Germany*

**Associate Consultant**

Jan 2008 – Oct 2008

- Team member of projects in Strategy Consulting, Supply Chain Management, Operations, Lean Management and Process Improvement in the Medical field and in Mechanical Engineering
- Researching market information, participating in project meetings, presenting to the client, conducting structured interviews with clients, collecting data on-site at client company
- Responsibilities included Value Stream Mapping for a wholesale company, online survey of 250 sales employees (technical setup, data analysis, presentation to client), development of a growth strategy for a wind-service company (data analysis, presentation to client)
- *Achievements:* I introduced project management to a large consulting project (using Microsoft Project), my statistical analysis and the industry numbers I researched turned major projects into a success, presenting growth strategy to client's C-level.

**Internship**

Aug 2005 – Dec 2006

- Research assistance, participating in project meetings, collecting data on-site at client company
- Improving equipment efficiency for paper company (from under 60% to almost 80%), analysis of Supply Chain KPIs, analysing sales data and drawing conclusion (more than 300,000 entries in Excel file), controlling of production line productivity (programming of Excel VBA tool), research for market entry strategies in the Automotive and Engineering industries, service quality test of the TOP 10 Exhibition Centers in Germany (conceptual design with SERVQUAL method, data analysis, report)
- *Achievements:* My study on German exhibition centers lead to new business for the firm, consultants turned to me (the intern) for help with MS Excel data analysis, direct involvement in client workshops and on-site data-gathering as an intern.

*1300VisaHelp Pty Ltd, Sydney, Australia*

**Project Consultant**

Oct 2007 – Nov 2007

- Designing a strategy and implementation plan for franchising the business model (conceptual design, project management, presentation, report) during a one-month project
- Liaising with directors and key stakeholders to build a business case for the Franchising model.

**Internship**

Aug 2007 – Oct 2007

- Researching and analysing new business model opportunities for 1300VisaHelp.

**ADDITIONAL EXPERIENCE**

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*Baden-Wuerttemberg Cooperative State University (DHBW), Nürtingen-Geislingen University for Business and Environment (HfWU) and Technical Academy Esslingen (TAE)*

**Lecturer for Operations Management**

Oct 2009 – Oct 2012

- Design and teaching of undergraduate classes on “Services and Operations”, “Procurement”, “Supply Chain Management” and executive classes on “Operations Management”
- Mentoring assignments and bachelor theses, conducting student consultation and giving exams
- *Achievements:* Only four month after graduation I taught classes at University level.

*Freelance*

**IT Consultant for Small Businesses and Private Clients**

Apr 2001 – Dec 2012

- Outlining and implementing IT strategies for businesses with up to 10 employees
- Designing, setting up and operating networks for small businesses
- Salesforce.com implementation for tradesmen in Australia
- Teaching computer classes for adult learners, migrating clients to Server 2008, Windows 7, Office 2010
- Webpage design and distribution of a self-developed DIY webpage package
- *Achievements:* Starting my own business at 18 years old, growing client base and managing a portfolio of more than 100 loyal clients for over ten years.

*Chair for Operations Management, Prof. Dr. Habenicht, Hohenheim University, Germany*

**Student Assistant and Tutor**

Apr 2008 – May 2009

## SKILLS & ACTIVITIES

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### *Languages*

- German (native)
- English (fluent)
- French (basic)
- Spanish (basic)

### *Computer Skills*

- Proficient in Microsoft Office (incl. Word, Excel, Powerpoint, Project, Visio, Access) and Windows products, Windows Server 2008, Active Directory, MacOS, VBA, SQL Databases, SPSS, Webpage Design (HTML, Photoshop, Perl, PHP, ASP, etc.), Computer Maintenance. Basic knowledge in Java.

### *International Experience*

- Travelled in South, Central and North America (Feb – Aug 2012)
- Studied and worked in Australia (Jan – Dec 2007)
- Participated in student exchange in High School, New York (Oct 1998).

### *Social Involvement*

- Several leadership positions within a German youth party (local, regional and state, 2001 – 2006)
  - *Achievements:* Our local division grew from 17 to 54 members during this time, with me contributing about half of this number. I organised a conference on New Technology and started a discussion about Media Policy that led to changes in the national party's policies.
- Volunteer EMT-A (Emergency Medical Assistance and Patient Transport), German Red Cross, Tuttlingen and Esslingen (Jun 2003 – Dec 2006)
- Compulsory Military Alternative Social Service, German Red Cross (Aug 2002 – May 2003)
- Part of the team selecting new Master students (2009), recruitment team for marketing professor (2010).

### *Professional Memberships*

- German Operations Research Association (Gesellschaft für Operations Research, GOR)
- European Operations Management Association (EurOMA).

### *Other achievements*

- Semi-final „CEO of the Future 2009“ Case Competition (Round of 80 out of 2700 participants).

### *Visa Information*

- I hold Australian Permanent Residency with unlimited rights to work in Australia.

## REFEREES

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*Written references are available upon request for all professional experience listed.*

### *Dr. Axel Weller*

- Management Partner GmbH, Stuttgart, Germany
- Heinestr. 41A, 70597 Stuttgart
- +49 711 7683 207, AW@management-partner.de

### *Mr. Carlos Sellanes*

- Sellanes Clark and Associates (former: 1300VisaHelp Pty Ltd)
- Level 12, 37 Bligh Street, Sydney, NSW
- +61 2 9635 4344, carlos@sellanesclark.com

### *Prof. Dr. W. Habenicht*

- Chair for Operations Management, University of Hohenheim, Germany
- 580B, Schloss Osthof-Nord, 70599 Stuttgart, Germany
- +49 711 459 22587, Walter.Habenicht@uni-hohenheim.de