

Curriculum Vitae

Personal information

First name(s) / Surname(s) **Peter Prinz**

Address(es)

Telephone(s)

E-mail(s) private: peter.prinz@prinzspiele.de
business: peter.prinz@siemens.com

Nationality Austrian

Date of birth 04 November 1969

Gender male



Work experience

Dates **Since Oct 2007**

Occupation or position held **Head of Department**

Main activities and responsibilities

- profit & loss responsibility, 76 staff members in 3 countries, 26 direct reports
- business case tracking, calculations and contracting, strategy and planning
- customer negotiations, contracts and sales activities
- consulting of account managers and clients

Name and address of employer Siemens AG Austria, Siemens IT Solutions and Services, Program and System Engineering, SIS PSE TMF, Vienna, Austria

Type of business or sector Telecommunication and Media; IP-TV, DVB-H, Juniper Integration, Billing, Service Assurance, OSS

Dates **Jun 2005 – Sep 2007**

Occupation or position held **Head of OSS/BSS Sales Management**

Main activities and responsibilities

- coordination of internal sales activities, contracts, bid process and bid management
- team lead of 5 staff members, responsible for order income of more than 10 Mio. Euro.
- consulting of account managers and clients
- technical sales and solution design

Name and address of employer Siemens AG Austria, Program and System Engineering, PSE SMC BI, Vienna, Austria

Type of business or sector Telecommunication; OSS/BSS (Operations Support Systems / Business Support Systems)

Dates **Aug 2002 – May 2005**

Occupation or position held **Product Manager**

Main activities and responsibilities

- product line management, roadmap planning, business case and pricing, assignment of development department.
- technical sales and solution design, consulting of account managers and clients
- bid management
- project management

Name and address of employer Siemens AG Austria, Program and System Engineering, PSE SMC BI, Vienna, Austria

Type of business or sector Telecommunication; OSS/BSS (Operations Support Systems / Business Support Systems)

Dates	Jul 2004 – Aug 2006
Occupation or position held	private board game publisher (avocational)
Main activities and responsibilities	<ul style="list-style-type: none"> • creation, production, publishing, market and sales of boardgames
Name and address of employer	none (self employed)
Type of business or sector	boardgames, toys
Dates	Dec 2000 – Jul 2002
Occupation or position held	Intrapreneur (i.e. Siemens internal entrepreneur)
Main activities and responsibilities	<ul style="list-style-type: none"> • creating new products, services, and business models within “Siemens Business Box” • profit & loss responsibility, up to 5 team members • responsibility for creation, production, market and sales • direct customer/supplier contacts
Name and address of employer	Siemens AG Austria
Type of business or sector	Gaming, Internet, Media
Dates	Sep 1998 – Nov 2000
Occupation or position held	Software Engineer and Project Leader
Main activities and responsibilities	<ul style="list-style-type: none"> • SW development, project lead, SW engineering
Name and address of employer	Siemens AG Austria, Program and System Engineering, PSE ECT, Vienna, Austria
Type of business or sector	Telecommunication, SW Engineering
Dates	Sep 1997 – Nov 1998
Occupation or position held	University assistant lecturer
Main activities and responsibilities	<ul style="list-style-type: none"> • research work and lectures
Name and address of employer	University of Vienna, Department of Mathematics
Dates	Mar 1992 – April 1993
Occupation or position held	PC Support and Consulting (part time during academic studies)
Name and address of employer	IBM - PC Services

Education and training

Dates	Oct 1990 – May 1996
Title of qualification awarded	Master of science
Principal subjects / occupational skills covered	Studies of applied mathematics
Name and type of organisation providing education and training	University of Vienna
Dates	2008
Principal subjects / occupational skills covered	Leadership Training Curriculum , with specific trainings in <ul style="list-style-type: none"> • team lead and motivation • conflict management • communication and negotiations • self management
Name and type of organisation providing education and training	Future (www.future.at)

Dates	2005 – 2006																																								
Principal subjects / occupational skills covered	Project Management Curriculum , with specific trainings in <ul style="list-style-type: none"> • project management principles • team lead and coaching • conflicts and communications • claim management • customer relation management 																																								
Name and type of organisation providing education and training	Primas Consulting (www.primas.at)																																								
Dates	1999 – 2007																																								
Principal subjects / occupational skills covered	various trainings , as <ul style="list-style-type: none"> • acquisition and sales • claim management • anti corruption and compliance • presentation techniques • contract law • quality management and development processes 																																								
Name and type of organisation providing education and training	several institutes																																								
Personal skills and competences																																									
Mother tongue(s)	German																																								
Self-assessment <i>European level (*)</i>	<table border="1"> <thead> <tr> <th colspan="4">Understanding</th> <th colspan="4">Speaking</th> <th colspan="2">Writing</th> </tr> <tr> <th colspan="2">Listening</th> <th colspan="2">Reading</th> <th colspan="2">Spoken interaction</th> <th colspan="2">Spoken production</th> <th colspan="2"></th> </tr> </thead> <tbody> <tr> <td>C2</td> <td>Proficient user</td> <td>C2</td> <td>Proficient user</td> <td>C1</td> <td>Proficient user</td> <td>C1</td> <td>Proficient user</td> <td>B2</td> <td>Independent user</td> </tr> <tr> <td>A1</td> <td>Basic User</td> <td>A1</td> <td>Basic User</td> <td>A1</td> <td>Basic User</td> <td>A1</td> <td>Basic User</td> <td>A1</td> <td>Basic User</td> </tr> </tbody> </table>	Understanding				Speaking				Writing		Listening		Reading		Spoken interaction		Spoken production				C2	Proficient user	C2	Proficient user	C1	Proficient user	C1	Proficient user	B2	Independent user	A1	Basic User	A1	Basic User	A1	Basic User	A1	Basic User	A1	Basic User
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	<i>(*) Common European Framework of Reference (CEF) level</i>																																								
Social skills and competences	<ul style="list-style-type: none"> • leadership (acquired as project manager, head of department and trainings; team captain of 2000 and 2004 Austrian National Frisbee Ultimate Team.) • capacity of teamwork (working in different teams and projects) • intercultural competencies (team/project/department members in Hungary and Slovakia) 																																								
Organisational skills and competences	<ul style="list-style-type: none"> • resource planning (more than 60 different projects and tasks per year) • project management (several projects) • presentation skills 																																								
Technical skills and competences	<ul style="list-style-type: none"> • OSS/BSS consulting; process consulting; solution design of complex IT projects • business cases, calculations and bid management 																																								
Computer skills and competences	<ul style="list-style-type: none"> • Office (Excel, Word, Access, Powerpoint) • several programming languages, Internet • several graphic programs 																																								
Artistic skills and competences	Author of board games; nominated for the award "Spiel des Jahres" 2007. Writing																																								
Other skills and competences	Frisbee Ultimate (world beach ultimate champion 2004 in the Masters division). Disc golf																																								
Driving licence(s)	Car																																								