

DR. KAI-ULRICH DEISSNER

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*December 8th, 1968

Kai is a passionate, innovative and widely experienced finance officer, who has driven change in many parts of the value chain and in three regions across Europe.

Skills & Qualifications

- Proven management & leadership skills on C-level, with experiences in both large corporates, smaller enterprises and several Boards of Directors
- Authentic leadership personality to manage diverse teams and develop talent
- Track record of sustainable transformation, balancing financial restructuring and market success
- Broad end-to-end thinking, combining financial, commercial and operative concerns

Education & Training

- Management Programme St. Gallen; management degree (4/2003; very good)
- Cambridge University, UK; English tripos and doctorate (1993-1998)
- Free University of Berlin; undergraduate studies in English, German, History (1991-1993)
- German Scholarship Foundation (1992-1998)
- German School of Journalism (1989-1991)
- German "Abitur"/A-levels (1989, grade average 1,0)

MANAGEMENT EXPERIENCE

Segment CFO, Deutsche Telekom

4/2016 -

Full financial accountability for the board area Technology & Innovation (NT, IT and product innovation; approx. 2bn€ p&l volume). Direct report to DTAG board of management. Member of Business Leader Team (top 40).

Successful introduction of new financial steering models for innovation, output controlling and capex. Efficiency gains of more than 20%.

Various BoD roles for tech startups

Driving financial value and strategic direction

(ad interim) SVP International Technology & Services Delivery, Deutsche Telekom 12/2018 – 6/2019

Leading DT's international technology delivery unit (>1000 employees, European footprint). Pivoting DT's cross-European network production into a true infrastructure business.

CFO, Croatian Telekom

8/2014 – 3/2016

As member of the board of management, full financial accountability for Croatia's leading, publicly listed integrated operator with approx. 1bn€ revenue and >40% EBITDA margin. Successful operative and financial turnaround, from yoy decline to bottom- and topline growth, including major infrastructure investments. Balance sheet optimization via regional M&A.

SVP Operations, Telekom Germany

8/2012 – 7/2014

Successfully established a unit for steering and transformation of customer processes. Direct report to the CEO of Telekom Germany and permanent guest to the board of management. Improved customer satisfaction and efficiency.

CFO, DT Customer Services

2/2010 – 10/2012

Full financial accountability for the customer care operations, a 100% subsidiary of Telekom Germany, with approx. 1bn€ p&l volume. Continuous operative and financial optimization, balancing customer satisfaction and efficiency.

Languages

- German (native)
- English (near native)
- French (basic)

Hobbies & Interests

- my wonderful patchwork family
- interactive entertainment industry
- long-distance running

SVP Sales Steering, Telekom Germany

4/2007 – 7/2012

P&L responsibility for consumer sales management in the German telco market (accountable for 1bn€ SAC/CRC invest). Direct report to board members, initially of the fixed line unit (T-Home) and – after the merger with the mobile unit (T-Mobile) – of the integrated segment (Telekom Germany).

Successful commercial turnaround of the fixed-line business and launch of the TV proposition. In the integrated market, strengthening of the overall market leadership.

VP Product Management, T-Mobile

4/2004 – 3/2007

International product management for data and messaging services across the European footprint – with focus on optimization and restructuring of early mobile-internet propositions.

PREVIOUS JOB RECORD

Senior Consultant, mm1 consulting

12/2002 – 4/2004

Strategy development for clients especially in the media and telco sector.

Portal strategy (contractor), AOL

8/2002 – 11/2002

New portal approach and definition of revenue streams.

Director, Pixelpark

5/2000 – 8/2002

Director for Concept Development and – after the “burst of the bubble” – Managing Director of the Hamburg business unit.

Successfully led Pixelpark through financial and operative restructuring.

Editor, Financial Times Germany

8/1999 – 4/2000

Business development for the online services.

Editor, Focus/Burda

1/1998 – 7/1999

Head of News for Focus Online.