Dr. Kai-Ulrich Deissner

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*December 8th, 1968

A broad minded, innovative and forward looking board member. Kai has driven fundamental change in all parts of the value chain and across different sectors in Europe.

Non Executive Roles

- Salzburg Trilogue (2026)
- Commerzbank, Regionalbeirat West (2025 –)
- Deutsche Telekom IT, Supervisory Board (2017 – 2022)

Skills & Qualifications

- Proven management & leadership on C-level, with experiences in both large corporates and smaller enterprises
- Track record of sustainable transformation, balancing financial rebuilding, market success, and strategic course setting
- Broad end-to-end thinking, combining financial, commercial, and operative aspects
- Authentic leadership personality to shape diverse teams and develop talent

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)

Executive Experience

CEO, Ceconomy & MediaMarkSaturn

5/2025 – 6/2026

Leading Europe's largest consumer electronics retailer to "unlearn retail" and to evolve into an omni channel service platform, with a diversified business model and a re-energized team.
Delivered strategic plan to grow EBIT, market shares, and NPS over four years.
Groundbreaking transaction with JD.com to set course for long-term leadership in Europe.

CFO, Ceconomy & MediaMarktSaturn

2/2023 – 5/2025

Co-leading strategic repositioning at Capital Markets Day 2023.
Renewed financial stewardship, driving efficiency, margin steering and re-financing.
Recognized with several industry awards.

Segment CFO, Deutsche Telekom

4/2016 – 1/2023

Efficiency gains of >20% within DT's board area Technology & Innovation (NT, IT and product innovation).
Established VC style funding for innovation.

Various BoD roles for tech startups

Driving financial value and strategic direction.

SVP International Technology & Services Delivery, Deutsche Telekom

12/2018 – 6/2019 (ad interim)

Pivoting pan European tech team of >1k FTE into a true infrastructure business.

CFO, Croatian Telekom

8/2014 – 3/2016

Successful operative and financial turnaround, including major infrastructure investments.
Balance sheet optimization via regional M&A.

SVP Operations, Telekom Germany

8/2012 – 7/2014

Driving NPS and efficiency of customer processes.

CFO, DT Customer Services

2/2010 – 10/2012

Continuous operative and financial optimization, balancing customer satisfaction and efficiency.

Languages

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

Hobbies & Interests

- my wonderful patchwork family
- endurance sports
- seeing the world from above

Previous Job Record

SVP Sales Steering, Telekom Germany
4/2007 – 7/2012

Successful turnaround of steering 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

Restructuring of early mobile internet products.

Senior Consultant, mm1 consulting
12/2002 – 4/2004

Advising clients in the media and telco sector.

Portal strategy, AOL (contractor)
8/2002 – 11/2002

Re-definition of revenue streams.

Director, Pixelpark
5/2000 – 8/2002

Successfully led Pixelpark through financial and operative restructuring “when the bubble burst”.

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.