

Curriculum Vitae

Personal Details

Name Andreas Teller
Date of Birth 26.12.1962 in Hanover, Germany
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Nationality German

Education

1983 – 1985 Study of chemistry in Hamburg, Germany
1985 – 1986 Study of mathematics in Hamburg, Germany
1987 – 1994 Study of industrial psychology in Osnabrueck with main emphasis on personnel and organization development (degree diploma)

Working Experience

Since 1995 Independent researcher, trainer and consultant (first business information broker in Hamburg, Germany), target customers are management consultancies and market research institutes

1997 – 1999 Conception and realization of a very successful information broker training course named “Information Management/Research”, head teacher from 23.11.1998 – 23.4.1999

1998 Collaboration with MariNet, an internet-based industrial information system

1999 European market analysis for a major market research institute (consumer goods)

2000 Roland Berger Strategy Consultants Frankfurt as a contract research analyst, responsible for conducting research in the sector InfoCom (IT, E-Business & Media), training several employees, and improving the internal knowledge management (from may to december)
European market analysis on iTV (media company/market research institute joint project)

2001 Publication of an e-business study 2001 (“Hamburg New Media – Studie zu E-Business-Dienstleistungsunternehmen”, 93 pages)

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Working Experience (Cont.)

2002	World ethnic marketing research analysis for a DAX company (automotive industry)
2003 – 2004	OC&C Strategy Consultants in Duesseldorf and Hamburg (as a research analyst, part-time activity, reference letter on request)
2004	World market entry study for a portuguese company
2005	Promerit AG, Frankfurt (as a research consultant)
2006	MLP Finanzdienstleistungen AG, Hamburg (as a consultant)
2007	Customer satisfaction survey for a japanese company Conduction of over 50 direct search projects concentrating on IT and sales positions
2008	Conduction of direct search projects focussing on IT positions

Business Segment Profile

Research:	Executive search, market, industry analysis, competitor information
Training:	Desk research, information management, e-business
Consulting:	Due Diligence, knowledge management, e-business strategy

Reference Customers (Selection)

Consultants:	Roland Berger Strategy Consultants (reference letter on request) Personnel consultants on request (Kienbaum and others)
Market research institutes:	Databank (Milan), GfK AG, NIKKEI (London/Tokyo)
Training/Coaching:	AWGD, DAA, FAA, IHK, Royal Netherlands Embassy, SBB, von Arnim Personalberatung, VMP Management Partner AG (St. Gallen)
Other:	Mattel, Scope Holding (Berlin), Universal

Skills Profile

12 years of research experience focussing on e-business, ICT, media and consumer goods/retail
Carrying out several inhouse and in-service training courses
Highly developed analytical, conceptual and strategical thinking skills
Good communication and presentation skills
Fluent German and English, basic knowledge in Spanish

Interests

Sport (swimming, tennis, skiing, KTM dirt bikes), (FC) St. Pauli, Berlin, travelling