

## Curriculum Vitae



### Curriculum Vitae Europass

#### Personal information

Last name / First name Weiss / Pablo Valentin  
Nationality(-ies) german  
Sex male



#### Work experience

<b>Dates</b>	<b>01.02.2023 - today</b>
Occupation and position held	Managing Director
Main activities and responsibilities	consult owners of businesses in the selling process of their company
Name and adress of employer	MUB Beratung GmbH Soldnerstraße 11, 68219 Mannheim
Type of business or sector	Management Consultancy in Mergers and Acquisitions
<b>Dates</b>	<b>30.09.2021- 31.01.2023</b>
Occupation and position held	Senior Consultant
Main activities and responsibilities	Implementation of Information security management systems (ISMS) nach ISO/IEC 27001/27002 und BSI IT-Grundschutz as well as B3S-Standard IT-Projektmanagement, Requirements-Engineering
Name and adress of employer	Netec GmbH Porschestraße 4, 70435 Stuttgart
Type of business or sector	IT Consulting
<b>Dates</b>	<b>01.03.2021- 30.09.2022</b>
Occupation and position held	Senior Partner
Main activities and responsibilities	consult owners of businesses in the selling process of their company
Name and adress of employer	IT-Firmenmakler GmbH Margaretenstraße 52, 82152 Krailling
Type of business or sector	Management Consultancy in Mergers and Acquisitions
<b>Dates</b>	<b>01.08.2021 - today</b>
Occupation and position held	Managing Director
Main activities and responsibilities	Projects with focus on restructuring and M&A activities
Name and adress of employer	Weiss Projektberatung Weidenweg 6, 74532 Ilshofen
Type of business or sector	Management Consultancy
<b>Dates</b>	<b>01.03.2021- 30.06.2021</b>
Occupation and position held	Director M&A
Main activities and responsibilities	consult owners of businesses in the selling process of their company
Name and adress of employer	Allert & Co. GmbH Karl-Ludwig-Straße 29, 68165 Mannheim, Germany
Type of business or sector	Management Consultancy in Mergers and Acquisitions
<b>Dates</b>	<b>31.12.2019 - 28.02.2021</b>
Occupation and position held	Managing Director
Main activities and responsibilities	consult owners of businesses in the selling process of their company
Name and adress of employer	IT-Firmenmakler GmbH Raiffeisenstr. 2/1, 74193 Schwaigern, Germany ☐
Type of business or sector	Management Consultancy in Mergers and Acquisitions

<b>Dates</b>	<b>01.06.2019 – 28.02.2021</b>
Occupation and position held	Senior Partner
Main activities and responsibilities	Management consultancy with a focus on corporate succession
Name and adress of employer	MWB Beratung GmbH Raiffeisenstr. 2/1, 74193 Schwaigern, Germany
Type of business or sector	Management consultancy with a focus on corporate succession
<b>Dates</b>	<b>01.10.2018 – 30.05.2019</b>
Occupation and position held	Area Sales Manager
Main activities and responsibilities	Strategic sales responsibility for Scandinavia and Great Britain in the area of end-of-line packaging machines
Name and adress of employer	Bosch Packaging Systems GmbH Föhrenbachstraße 14, 73630 Remshalden, Germany
Type of business or sector	packaging machines / food industry
<b>Dates</b>	<b>01.07.2016 - 30.09.2018</b>
Occupation and position held	Sales Manager - Laser Tube Cutting
Main activities and responsibilities	Sales and project management of Laser Tube Cutting machines, planning of the customer projects worldwide
Name and adress of employer	TRUMPF Werkzeugmaschinen GmbH & Co. KG, Johann-Maus-Straße 2, D-71254 Ditzingen, Germany
Type of business or sector	mechanical engineering / tooling machines and laser technology
<b>Dates</b>	<b>01.05.2014 - 30.06.2016</b>
Occupation and position held	Global Key Account Manager - Automotive Systems
Main activities and responsibilities	strategic sales, global customer liaison and support of a premium german car manufacturer, an italian sports car producer and a belgium truck manufacturer concering paint shops
Name and adress of employer	Eisenmann Group SE
Type of business or sector	plant engineering / paint shop manufacturer
<b>Dates</b>	<b>01.07.2013 - 30.04.2014</b>
Occupation and position held	Business Manager
Main activities and responsibilities	Responsibility of an own business unit with profit-and-loss responsibility, customer acquisition and liaison as well as sales of projects
Name and adress of employer	Alten GmbH, Industriestraße 4, D-70565 Stuttgart, Germany
Type of business or sector	Engineering Service provider
<b>Dates</b>	<b>01.10.2010 - 30.06.2013</b>
Occupation and position held	Key Account Manager
Main activities and responsibilities	Sales of logisitical projects (Kanban), process cost analysis, customer liaison and acquisition of industry customers
Name and adress of employer	Würth Industrie Service GmbH & Co. KG, Drillberg D-97980 Bad Mergentheim
Type of business or sector	Logistics
<b>Education and Training</b>	
<b>Dates</b>	<b>01.10.2013 - 31.03.2017</b>
Title of qualification awarded	Master of Science (M.Sc.)
Main subjects covered/skills acquired	Department of Industrial Engineering and Technology Management
Name and type of education institution	Wilhelm Büchner Hochschule Darmstadt / Universtiy of Applied Science
<b>Dates</b>	<b>01.10.2007 - 30.10.2010</b>
Title of qualification awarded	Bachelor of Engineering (B.Eng.)
Main subjects covered/skills acquired	Industrial Engineering with the specialization in Facility Management
Name and type of education institution	Cooperative State University / Duale Hochschule Baden-Württemberg, Stuttgart

<b>Dates</b>	01.09.2009 - 12.12.2009
Title of qualification awarded	semester abroad
Main subjects covered/skills acquired	Industrial Engineering
Name and type of education institution	Hanzehoogeschool Groningen, Netherlands

**Personal skills and  
Competences**

Mother tongue	german
Other language(s)	english, spanish, french
European level (*)	english (C1), spanish (B2), french (A2)
Social skills and competences	international intercultural awareness
Organizational and managerial skills	knowledge in leadership of teams
Computer skills and competences	MS Office Professional 2010/2013 - very good skills SAP/R3 - very good skills SAP/ CRM - good skills MS Project 2010 - basic skills Sales Force (CRM-Software) - very good skills
Driving license(s)	License B (car)

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Date: 01.07.2024



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Signature: Pablo Weiss