

Candidate: Robert Burger

Salary Expectation: 1000 Euro per day plus expenses

Availability: Immediate

Location: Munich

Presented to: Belysse

Presented by: Mark Kitchen 02078715500 / 07580066274

Consultant Comments:

Robert was recommended to me for this assignment.

Robert has a strong blend of Pricing Manager and Pricing analytics with the added benefit of a sales Manager background. This means that he can deploy his strong analytical experience to understand the business pricing issues and recommend a strategy to deliver pricing excellence. Once the strategy has been signed off, he can then deliver it whilst acting as a bridge between finance and the sales department.

Robert has extensive international experience and speaks English and German fluently combined with solid conversational French and Spanish

PROFILE

12 years service for telecommunication systems.

Project director for telco system construction in Latin America, Africa and Asia, with order volumes of several hundred million USD.

10 years of sales for telecommunication systems.

As sales director the partner of Siemens country organizations in Latin America and as a senior manager responsible for technical sales in a joint venture in China.

14 years business consulting and pricing manager.
Working on value selling, price data analysis and the development of pricing algorithms and tools for large Nokia service units.

Areas of Expertise Include:

IT Skills;

- MS Excel, MS PowerPoint: very good knowledge
- Tableau: very good knowledge
- R: very good knowledge

CAREER

Interim Manager for Data Analytics, Pricing and Project Management

January 2021 – Present

- Online Pricing Project for TAKKT subsidiary with the target to raise the share of online sales

Outcome:

- Online share of sales jumped from 30% to over 50%

Nokia, Munich

June 2013 – December 2020

Lead Pricing Manager for Services Commercial Management

- Preparation of new pricing models for service units, moving from a cost+ approach to a more value- and market-driven model
- Development of pricing algorithms which translate market information, cost data and customer value into a price recommendation
- Project management for the development of easy-to-use tools for sales to get pricing guidance and for financial departments to check pricing rule compliance
- Creation and application of new methods and tools for accurate cost and price analysis
- Collection, analysis and reporting of global price data
- Redesign of pricing and controlling processes
- Member of service unit leadership teams

Outcome:

- Price model and tools have been put into service globally in 2016 by the care service unit (600 M€ turnovers), with a substantial reduction in price erosion
- Nokia innovation price for the pricing algorithms and related tools

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IXPA
GLOBAL EXECUTIVE SOLUTIONS

- Austria
- Belgium
- China
- Czech Republic
- France
- Germany
- Hong Kong
- Italy
- Ivory Coast
- Netherlands
- Senegal
- Singapore
- Slovakia
- Spain
- Switzerland
- United Kingdom
- USA

- Core team member for the development of the cost and price tool for the network implementation service unit which in 2019 was selected as a blueprint for all the other service units

Nokia Siemens Networks, Munich

October 2007 – June 2013

Business Consultant

- Development of value selling material for telco services, in cooperation with the product owners
- Sales support with the delivery of case studies and customer business cases for complex service products, e.g., building and running mobile networks on behalf of customers
- Development of tools and dashboards to calculate and display service value to customers

Outcome:

- More than twenty-five value tools help to speed up product introduction and improve price setting
- Strong margin improvements for low-cost / high value services

**Joint Venture Siemens Shanghai Mobile Communications
and Siemens Limited China, Shanghai**

October 2001 – Sept 2007

Head of Technical Sales Mobile Networks

- Responsible for the technical contents of all mobile network contracts in China, with annual sales of several hundred million Euro

**Siemens Mobile Networks Sales, Munich
Sales Director LAT Andina Region**

April 1998 – Sept 2001

**Siemens MN Project Office Jakarta, Indonesia
Head of Service for Mobile Networks**

January 1997 – March 1998

Order volume of more than 500 million USD

**JV Siemens Shanghai Mobile Communications, Shanghai
Manager Service Division**

September 1993 – Dec 1996

The build-up of service organization from 1 to 100+ employees

**Siemens Project Offices in Taiwan, Peru and Cameroon
Service Head for Communication Systems**

January 1991 – Aug 1993

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- USA

**Siemens AG, Munich and project offices in Colombia and
Slovenia**
EWSD Commissioning Engineer

September 1986 – Dec 1989

EDUCATION / QUALIFICATIONS

October 1980 – June 1986: LMU Munich
Diploma in Physics

July 1979 – September 1980: Military Service

June 1979: Abitur
Max-Planck-Gymnasium, Munich

LANGUAGE SKILLS

- English: Fluent
- Spanish: Good
- French: Good
- Mandarin: Basic

CIVIC ENGAGEMENT

Contributor to Khan Academy

Candidate for city council election in Munich 2020 and contributor to the digitalization chapter of the election program for a small political party

ADDITIONAL INFORMATION

- DOB: 20.10.1959
- Married, three children between 14 and 24 years old

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