

# Ralph R. Schuler

CEO/ SHS VIVEON AG



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ralph-schuler-84662324

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**DOB 1961**

## EDUCATION

### COMPUTER SCIENCE (MASTER)

KIT Karlsruhe Institute of  
Technology

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## KEY SKILLS

B2B Consultative Selling

Large Scale Business & Technology  
Delivery

SaaS Business Model

Digital Transformation

International Business  
Development  
(Growth, Scale, Transformation)

General Management  
(small size, mid-size, large size)

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## LANGUAGES

GERMAN | Native

ENGLISH | Fluent

## PROFESSIONAL PROFILE

A senior Executive with comprehensive experience in international and complex B2B sales, scaling and transforming business and running general management of large-scale (up to 1 billion USD p.a), mid-sized and small organization within international context. In depth experience in international cross industry business consulting and delivery of complex business and technology solutions, focusing on business strategy, process improvement and technology integration. Proven track record in building and executing international business growth strategies organically and by including mergers and acquisitions. Expert in SaaS business models and digital transformation.

## EXPERIENCE

### CHIEF EXECUTIVE OFFICER / CEO

SHS VIVEON AG | June 2018 – Present

### SENIOR DIRECTOR / GLOBAL HEAD OF OPERATIONS & STRATEGY

Mapp Digital (sold by Teradata) | July 2016 – May 2018

### SENIOR DIRECTOR BUSINESS STRATEGY AND DEVELOPMENT, INTERNATIONAL REGION

Teradata | February 2014 – June 2016

### CO-FOUNDER ZEITUNG / CEO

z-live GmbH | January 2011 – January 2014

### GENERAL MANAGER CENTRAL & EASTERN EUROPE

IBM | January 2008 – December 2010

### MANAGING PARTNER / HEAD OF CONSULTING PRACTICE, SOUTHWEST EUROPE

IBM | January 2006 – December 2007

### MANAGING PARTNER / HEAD OF CUSTOMER RELATIONSHIP MANAGEMENT PRACTICE, EMEA

IBM | October 2002 – December 2005

### SENIOR PARTNER / HEAD OF CUSTOMER RELATIONSHIP MANAGEMENT PRACTICE, EMEA

PricewaterhouseCoopers | January 1997 – September 2002

### MANAGEMENT CONSULTANT

PricewaterhouseCoopers | January 1989 – December 1996