

Curriculum Vitae

Andreas Maierhofer Chief Executive Officer Makedonski Telekom



Personal information

Born:

Family Status:

Kids:

Address:

Profile Summary

A senior telecom chief executive who has experience in the wireless and fix business with a broad knowledge of many areas of telecommunication companies from launching, operating and integrating telecoms in different countries and extensive knowledge in program and project management.

Professional Experience Timeline and Responsibilities

February 2014- present, Macedonia

Chief Executive Officer and Executive Member of the Board of Makedonski Telekom

Responsible as CEO for 1800 FTE with 7 direct reports and a reporting line to of Board of Directors.

Main responsibilities are similar to the responsibilities as CEO of Mobiltel.

February 2014- June 2015, Macedonia

President of the Board of Directors of T-Mobile Macedonia

Supervising the Executive Board of T-Mobile Macedonia

Business Society/Associations Engagement

March 2014-present

Member of the Board of European Business Association Macedonia

Member of the Board of Foreign Investor Council of Macedonia

July 2009- December 2013, Bulgaria

Chief Executive Officer Mobiltel EAD

Responsible as CEO for 3500 FTE with 9 direct reports and a reporting line to the president of the SVB.

Main Focus:

Cultural Transformation, Collaboration with Government Agencies, Strategy & Direction, Remain as Market leader, Growth Strategy, Operational Effectiveness, Leadership Development

Summary of Accomplishments:

Market Leader in Residential and Business segment; focus on high value postpaid smart segment; intensive transformation from pre to postpaid segment; implementation of a new billing and CRM System; leader in customer experience management; acquisition and integration of alternative fix line operators; positioning as a complete telecom operator offering fixed, TV and mobile products and services; rebranding and new identity; significant growth in bundle products

February 2011 – December 2012, Bulgaria

President of the Supervisory Board of M-Networks

Supervising the Management Board of Mobiltel's Fix line subsidiary including integration to Mobiltel.

May 2007 – June 2009, Bulgaria

Chief Marketing Officer Mobiltel EAD

Responsible for the commercial development of the company and for 1500 FTE with 8 direct reports, Marketing, Residential Sales, Business Sales, Brand management, Customer Services and Market Intelligence

July 2006 – May 2007, Slovenia

Chief Executive Officer and President of the Board Si.mobil d.d.

Similar responsibilities as CEO of Mobiltel.

420 employees with reporting line to the president of the supervisory board of Simobil

Summary of Accomplishments:

Launch of a new company strategy; new brand values; partnership with Vodafone, streamlining of costs and capex; growth in all customer segments with focus on youth postpaid segment; reduction of churn due to CRM initiatives; pre to postpaid transformation, increase of average revenues per user, achievement of a positive EBITDA and EBIT.

June 2004 – June 2006 Slovenia

Chief Operating Officer Si.mobil d.d

Responsible for 380 FTE with 7 direct reports, responsible for marketing, sales, customer services, HR and the whole technical sector.

2004 – 2012, Slovenia and Bulgaria

Project Owner

Project owner, billing and customer relationship management system implementation in Simobil and Mobiltel, Project owner, acquisition of fixline operators in Bulgaria and to position Mobiltel as full telecommunication provider, Project owner, New Brand identity of Mobiltel

July 2000 – May 2004, Austria

Director Customer Services Mobilkom Austria

Responsible for client services of Mobilkom Austria including billing and collection and debt management responsible for 1000 FTE with 9 direct reports. Authorized representative of Mobilkom Austria and chairman of the company wide project steering committee. Member of the strategic board and the steering evaluation committee of Mobilkom Austria.

1999 – 2004, Austria

Project Owner and Project Manager

Project manager for construction of a new customer service center in Oberpullendorf including EU funding, Project manager for the setup of Mobilkom Austrias third party customer services client 24 including operational responsibility of the profit center Client 24, Project owner for the implementation of Online Bill Presentment, Founder and project owner for the assignment and realization of the first customer service award in Austria

Project owner for the first ÖNORM certification in Austria for Mobilkom Austria and client 24

Project owner „EURO conversion“ at Mobilkom , Austria Project owner for implementation of a centralized electronic document management system, Project owner for implementation of a personnel planning tool Project owner for implementation of internet-based service platform-e-care

1999 – 2000 Austria

Head of Billing Collection Department Mobilkom Austria and Vipnet Croatia

Responsible for the operative billing and collection procedure of the company including debitoren-and risk management. Implementation of a new billing, customer management and collection procedure.

Responsible for 120 FTE with 6 direct reports with reporting line to the director of finance of Mobilkom Austria Support of launching similar Department of Vipnet in Croatia

1987 – 1999 Austria

Military Service and Associate Telekom Austria AG

Product manager, Accounts receivable department, Accounting and Controlling

Academic Engagement, Education, Trainings and Certificates

1994-1999 Austria

University of Vienna Juridicum, Study of Law

2000 – 2002 Switzerland

University of St. Gallen/Switzerland, Management School Strategic Management Concept

2010 United Kingdom

University of Oxford/UK, the Oxford Strategy Leadership Program,

Project management Training Roland Gareis Consulting, Next Level Consulting

Situational leadership theory, Teambuilding, Communication ITO Consulting

Development of Organization, Management by Objective, Values and Coaching, Pro Consult

Risk management in Telecommunication, Isaac Inform

Honors & Awards

2011

Personality in the News" in the "Expats" category

M-Tel CEO Andreas Maierhofer receives the title of Bulgaria's 2011 "Personality in the News" in the "Expats" category - for which he was selected by the readers of Novinite.com (Sofia News Agency)

2010

Manager of the Year in Bulgaria

Evaluation done by Deloitte, Manager Magazine and BTV

2005 and 2006

Best Foreign Manager of the Year in Slovenia

Winner of the Guest Star award 2005 and 2006, where he was rewarded as the best foreign businessman in Slovenia.

Languages

German mother tongue

English

Bulgarian Basic