Albert Hilber **www.mr2c.ch**

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# Profile

Member of the top management team with global Sales, Project, Marketing and Business responsibilities. Sustainable success in the area of IT as well as in High-Tech investment products. Above average results in Key Account management, Direct- and Indirect sales, International Alliance Management and Business Management. Successful management of large international ITC projects for the FIFA World Championship 2002 in Korea and Japan as well as for other soccer World Championships in Finland, France, USA, Germany and United Arab Emirates. Independent consultant for Swisscom, Organizing Committee for the World Cup 2006 in Germany, UNILABS, Project Competence, Hoeft & Wessel Hanover, Ansutel, HP Switzerland.

**2014 – Today mr2c GmbH / IT company for outsourcing and white label solutions for payment processing and issuing products Munich**

*Mandate Senior consultant*

Responsible for the evaluation of mobile ticketing solutions.

**2012 – Today mr2c GmbH / Elektra Oberrohrdorf**

*Head of Fiber Data Network (part time)*

Responsible for the business development, sales and marketing for the implementation of the fiber data network.

**2011 – 2012 Albert Hilber Consulting / HP Switzerland**

*Mandate Senior Program Manager*

Program Manager for the consolidation oft he Swiss HP Data centers. Managing the different projects like DC infrastructure, Telecommunication, Customer migration, decommissioning of old DC. Responsible for the implementation of program structure and organization. DC consolidation single point contact for the HP international organization. Handling key accounts, organizational change management.

**2009 – 2014 Albert Hilber Consulting / Höeft & Wessel Hanover**

*Mandate Senior Project / Program Manager*

Responsible for the implementation of a large TVM solution for the public transportation in the French part of Switzerland; Project revenue 19 Mio. CHF. Elements of the project are TVM, Application SW, Network and integration into SAP environment of the customer DC. Delivery and service process.

**2008 – 2009 Project Competence AG**

*CEO and Senior Project Manager*

Responsible for all business activities of Project Competence AG. Business development within the markets Government, Defense and IT/TELCO.

**2004 – today Albert Hilber Consulting / mr2c GmbH**

*Managing Director*

**2007 – 2008 Albert Hilber Consulting / Unilabs Geneva**

*Mandate: CIO*

IT/IS Manager for the companywide IT and Telco Infrastructure in Switzerland. Responsible for restructuring, streamlining and merge different company IT operations, setup of IT Help Desk, replacement of outdated IT platforms and telephony systems. Service management.

**2005 – 2006 Albert Hilber Consulting / Organizing Committee for the FIFA World Cup Germany 2006**

*Mandate: Senior Program Manager*

Senior Project Manager for ITC solution in Accreditation and Security, responsible for definition of ITC concepts and requirements, setup and manage the project plans, cooperate with the different suppliers and security authorities. Managed the implementation of ITC solution in 13 different locations. Trained over 700 users.

**2004 Albert Hilber Consulting / Swisscom Bern**

*Mandate:* *Regional Sales Manager West*

* Structure and manage the Swisscom Systems Sales Operation in Suisse Romande
* Key account management
* Cooperate with Swisscom partners (Siemens, Nortel, Alcatel)
* Tripled the volume of sales leads
* Won major Swisscom projects in the Suisse Romande

**Other work experience:**

**2001 – 2004 Fédération Internationale de Football Association FIFA**

*Head of IT Projects World Cup*

Project responsibilities for IT and Telco infrastructure for FIFA World Championships:

* Design, plan and implement IT solutions for the different world championships.
* Co-operate with the different solution providers (AVAYA, SchlumbergerSema, NTT, Toshiba, Xerox, etc.) as well as with Local Organizing Committees.
* Managed project volume of up to CHF 150 million ($ 125 million.)
* Managed large international project teams (300+) with more than seven different nationalities.
* Successful Installation/De-Installation and Operation of more than 3,500 PCs, 180 Servers and 1,000 Printers, 2,000 miles of cabling with communication equipment.

**1998 – 2001** **ESEC Europe SA**

*Managing Director (EMEA), Vice President*

Management responsibilities for ESEC Europe (Semiconductor Industry) including Sales, Marketing, Service and Support. 47 Employees, Key Account Management, Revenue CHF 110 million ($ 90 million) per annum. Chairman of SEMICON Europa Exhibitors Committee.

* Revenue growth of 300% over three years with an average market growth of 25% per annum.
* Turnaround in double digit millions and ISO 9001 certification.

**1976 –1998** **Compaq Computer AG**

**(Previous DEC Digital Equipment Corporation AG)**

1996 – 1998 *Compaq Alliance Manager*

Business Development Manager, responsible for implementation of the strategic alliance of Digital and Compaq. Close co-operation with Compaq and their distribution partners in order to define and implement service offerings, which met the end customer’s needs. Responsible for joint marketing activities and exhibitions.

1994 – 1996 *Sales Manager Switzerland Multivendor Customer Services*

Sales Director, responsible for the entire service sales business in Switzerland. Over 30 sales employees. Revenue > CHF 250 million per annum ($ 210 million). Member of the service management team, Switzerland, and the European management team.

1991 – 1994 *Customer Service Manager Swiss German*

Service Manager, responsible for the service organization in the German part of Switzerland. Over 200 Employees and Service revenue > CHF 80 million p.a. ($ 65 million). Representative of the country group CH, B, NL in the European service management team.

1988 – 1991 *Service Operations Manager Swiss German*

Service Manager, responsible for the customer service organization in the German part of Switzerland. P/L responsibility, 140 employees. Member of the management team D, A, CH.

1985 –1988 *Branch Manager Zürich*

Full business responsibility for the Zurich sales territory. 45 Employees and service revenue of

> CHF 60 Mio. p.a. ($ 50 million)

1981 – 1985 *Field Service Support Manager*

Responsible for the development and management of the Support Organization Switzerland.

15 Employees.

1976 –1981 *System Engineer, Support Engineer*

Responsible for the technical support to be provided to large accounts in the markets of Banking, Chemicals, Pharmaceuticals, Industry and Research/Education.

**Education**

1973 –1976 Technical high school Bienne. Diploma: Dipl. El. Ing. HTL (Bachelor Degree of

Engineering)

1976 –Present Continuing education in Management, Business, Project Management, Negotiation skills and sales.

*In particular:*

1991 – 1992 IMD Lausanne, International Advanced Management Program

1992 MZSG St. Gallen: System Oriented Management

1. Schweizerischer Kurs für Unternehmensführung SKU

2001 International Leadership Forum in Zermatt

Ongoing Project management and leadership

**Languages**

German, French, English

# Interests and private activities

2000 – 2001 Chairman of SEMICON Europa Exhibitors Committee

1995 – 1998 Member of AFSMI (Ass. Field Service Mgmt Int.)

1993 – 2005 Expert for Economical Supply for Switzerland, Section Industrial Production

1990 – 2001 President of Financial commission of the community of Oberrohrdorf

2014 – today Insurance Expert for evaluation of technical damages (in particular Industry and ITC)

Hobbies: Skiing, Reading, World history, Politics, Economics

# Personal data

Date of birth: 8.10.1952

Nationality: Swiss