

JAKOB HYSEK, MSc, MIM



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PROFESSIONAL EXPERIENCE

03/23- Radancy / Firtsbird GmbH

Vienna, Austria

- 01/25 - – Director Enterprise Solutions
- 04/24 - 12/24 – Enterprise Solutions AE
- 03/23 - 04/24 – Employee Referral Consultant
 - Driving the entire sales cycle for Radancy's Talent Acquisition Cloud
 - o demand generation online & on the phone through cold outreach, offline at events
 - o developing opportunities consisting of SaaS and creative / consulting services
 - o closing opportunities and handing the customers over to customer success

08/22-12/22 Areeka digital education GmbH

Vienna, Austria

- COO - Chief Operating Officer - manage and improve daily operations from product development to marketing & sales
- design and implement business strategies, plans, and procedures
 - lead employees to encourage performance and dedication
 - report KPIs & give guidance to managing directors & shareholders
 - secure funding through public grants
 - manage relationships with partners/vendors

06/20- Psychosocial Counsellor

Salzburg & Vienna, Austria

Self-employed as a Psychosocial Counsellor specialised in personal development, communication & relationships and crisis intervention (www.jakobhysek.com)

08/17-06/22 SAP Österreich GmbH

Vienna, Austria

- 07/21-06/22 – Senior Account Executive
- Driving entire sales cycle from demand generation, and territory planning, to negotiating on different hierarchical levels in a direct sales cycle
 - Orchestration of diverse teams including Specialised Sales, Demand Managers, Marketing and Business Development
 - 181% Quota Achievement

04/20-06/21 - Senior Specialist Analytics (Promotion)

- 08/17-03/20 - Solution Specialist Analytics - Business Intelligence & Financial Planning
- Value-based software demonstrations & presentations through storytelling
 - Lead & Support discovery sessions & Design Thinking Workshops (technical & business focused)
 - Business Development account & industry based
 - Provide first-line technical support for software evaluations and/or pilot projects

08/16-02/17 SAP

San Francisco, California

Training program at SAP's training facility in California to become SAP's next-generation Presales Solution Advisers

- SAP Integration of Business Processes – TERP 10 – Certification
- Storytelling, Design Thinking, Discovery Techniques, Whiteboarding & Technology Training

09/15-02/16 WU Vienna (Vienna University of Economics & Business)

Vienna, Austria

CEMS Tutor at the institute for international management

06/15-08/15 Wienerberger AG

Strasbourg, France

Summer Intern - Controlling department (worked for 10 weeks using French language)

02/15-05/15 PwC Norway

Bergen, Norway

Student Consultant / CEMS Business Project in cooperation

10/13-06/14 EY – Ernst & Young

Vienna, Austria

Assistant in the Assurance Service Line for one full auditing season

03/13-04/13 Austrian Federal Economic Chamber - Wirtschaftskammer Österreich

Casablanca, Morocco

Volunteer

08/12 EVN AG

Maria Enzersdorf, Austria

Summer intern in the finance department, reporting to the CFO

07/10 UNIQA Insurance Group

Vienna, Austria

Summer internship in the company pension scheme department

09/08-08/09 Austrian Armed Forces

Austria

One year voluntarily to become an officer in the reserve

- Mountain Infantry & Logistics Education

EDUCATION

- 09/14-05/16 Vienna University of Economics and Business Vienna, Austria**
MSc (WU), MIM (CEMS) | Master in International Management
- Graduated with Honours // Thesis: "International Business Strategies in the Wine Industry"
- 01/15-05/15 NHH – Norwegian School of Economics Bergen, Norway**
Semester Abroad | Master in International Management
- 08/11-12/11 University of South Carolina – Darla Moore School of Business South Carolina, USA**
Semester Abroad (International Marketing, Human Resources Management, Micro- & Macroeconomics)
- Dean's Honor Roll & Certificate for Academic Excellence (GPA 4,0/1.0)
- 10/09-04/13 Vienna University of Economics and Business Vienna, Austria**
Bachelor of Science (WU), International Business Administration
- Scholarship for Academic Excellence
- GMAT – 670 points
- 09/00-06/08 Privatgymnasium der Herz-Jesu Missionare Liefering Salzburg, Austria**
Graduated with „Matura mit Ausgezeichnetem Erfolg (GPA/1.0)

EXTRACURRICULAR

2025: Volunteer Training & Work in the Crisis Intervention Team of the Austrian Red Cross
2020: Certified Austrian Life- & Social Coach for Personal Development, Certified Systemic Coach & Family Constellation
2019: Several Leadership Courses at Theresian Military Academy
2010: Austrian Ski Instructor
2007: Austrian Certified Paramedic, Austrian Judo Coach, Driving License

ADDITIONAL INFORMATION

Languages: German (native), English (fluent; TOEFL iBT 117/120), French (C1, 92/100 DELF B1), Italian (basic, A2), Norwegian (basic, A2), Latin

Interests: Judo (1st Dan), Skiing, Surfing, Kitesurfing, Hunting, Foreign Languages, Friends, Psychology & Coaching, Member & former VP of a student organization