

## PERSONAL INFORMATION



## Jochen Andreas Pfeiffer

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Sex male | Date of birth 15/07/1973 | Nationality Germany

JOB APPLIED FOR  
POSITION  
PREFERRED JOB  
STUDIES APPLIED FOR  
PERSONAL STATEMENT

## CEO | Managing Director

## WORK EXPERIENCE

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- 2020 -Present **Head of Projects**  
PORTARION GmbH & Cie. KG | www.360karat.com
    - Investor Relations | Project Management | Controlling | Consulting**Business or sector** Real Estate | Consulting
  - 2010 - Present **CEO | Managing Director**  
JPMEC | Consulting | www.jpmece.eu
    - Investor Relations | Project Management | Controlling | Consulting | Marketing | Sales**Business or sector** Aviation | Defence | IT | Marketing | Consulting
  - 2015 - 2023 **CFO | Senior Consultant**  
VISIONAIRtronics GmbH | www.vat.aero
    - Investor Relations | Project Management | Controlling | Consulting**Business or sector** Aviation | Defence
  - 2012 - 2014 **Senior Consultant | Corporate Sales**  
Volksbank Wien AG | www.volksbank.at
    - Venture Capital | Private Equity | Underwriting | Consulting**Business or sector** Finance
  - 2008 - 2010 **CMO | Head of Marketing & PR**  
D.A.S. Group AG | www.das.at
    - Marketing | Sales | Public Relations**Business or sector** Finance | Insurance

2001 - 2008 **Head of Operations**  
 ERGO Group AG | www.ergo.com  
 ▪ Project Management | Controlling | Executive Department | Sales  
 Business or sector Finance | Insurance

1993 - 2001 **Senior Underwriter**  
 Munich Re (Group) | www.munichre.com  
 ▪ Technical Underwriting | Project Management | Controlling | IT  
 Business or sector Re-insurance | Innovative Technologies

EDUCATION AND TRAINING

2001 – 2003 **Economics** Replace with EQF (or other) level if relevant  
 University of Cologne Executive School  
 ▪ Technical Underwriting

1997 Business degree (insurance)  
 ▪ Technical industrial insurance

PERSONAL SKILLS

Mother tongue(s) German

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1

Levels: A1/A2: Basic user – B1/B2: Independent user – C1/C2 Proficient user  
[Common European Framework of Reference for Languages](#)

Communication skills ▪ Good communication skills gained through my experience as CMO  
 ▪ Public relations

Organisational / managerial skills ▪ Leadership (corporate management)  
 ▪ Project management  
 ▪ Moderating (define requirements and capabilities within militaries)  
 ▪ Teaching (training military personnel to achieve capabilities)  
 ▪ Problem solving and decision-making (technical solutions defence)  
 ▪ Product development

Job-related skills ▪ System development  
 ▪ Proficient understanding of ISR related technology and procedures (experience from development and deployment of Imagery Intelligence and full motion video solution within Austrian Air force)  
 ▪ Good command of quality control processes (currently responsible for quality assurance within VISIONAIRtronics)  
 ▪ Representation of leading global brands in the defence sector (Textron Systems, AeroVironment, VR)

- Group, SSTL International, VOLZ Servos, SILVUS technologies)
  - Technical and procedural failure analysis

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Levels: Basic user - Independent user - Proficient user  
[Digital competences – Self-assessment grid](#)

- Adobe Creative Cloud family | Microsoft Office Suite | SAP
- good command of InDesign, Illustrator, Photoshop, Acrobat Pro DC
  - good command of Excel, Word, PowerPoint, Access
  - good command of HTML/XML, SAP platform integration/development

Other skills

- IT-Outsourcing
- Customized models of collaboration (software agencies and customer)
- Project management

Driving licence

A | B | BE

ADDITIONAL INFORMATION

- Publications
- Presentations
- Projects
- Conferences
- Seminars
- Honours and awards
- Memberships
- References
- Citations
- Courses
- Certifications

- Top-Knowledge:
  - Strategic Planning, Project Management and Consulting Defence (System Integration, Unmanned Systems (UAV, UAS, UGV), Simulation, Imagery Intelligence.
- Certifications:
  - AeroVironment | Academic Instruction and Flight Familiarization Certificate, TRACE International cleared – Anti bribery, Tactical Simulation Training (Aviation)
- Projects and references:
  - Austrian Imagery Intelligence and Full motion video (FMV) PED system deployment + continuous support (Austrian Air Force)
  - Imagery and FMV Intelligence solution development (Fraunhofer IOSB, Austrian Air Force)
  - IMINT deployable shelter solution development (Austrian Air Force)
  - UAV system definition (Austrian SOF, Indonesia, UAE, Switzerland, Czech, Germany)
  - Development of border patrol system with UAVs (Hungary)
  - Radio Communication (Police SF Cobra, Police Vienna, Austrian SOF, Indonesian UAVs)
  - UAS integration into existing procedures
  - Part of workgroup to define simulation capabilities for the replacement of the Eurofighter in Austria

ANNEXES