

## PHILIPP FABIAN BOCK

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### EDUCATION:

09/03 - 02/04	<b>ESCP-EAP European School of Management</b> Diplom-Kaufmann	<b>Berlin</b>
10/00 - 09/03	<b>ESCP-EAP European School of Management</b> Master of Science and Diplôme Grande Ecole	<b>Oxford, Madrid, Paris</b>
10/97 - 08/00	<b>Technical University of Berlin</b> Industrial Engineering and Management (IEM) – Undergraduate	<b>Berlin</b>
01/91 - 06/96	<b>Bundesrealgymnasium Haizingergasse</b> – Matura (High School Diploma)	<b>Vienna</b>
02/84 - 12/90	<b>Escola Corcovado</b> – German Grammar and High School	<b>Rio de Janeiro</b>

### WORK EXPERIENCE:

04/03–09/03	<b>World Bank Group</b> European Vice-Presidency - External Affairs, German Desk (Austria, Germany, Switzerland) <ul style="list-style-type: none"><li>Developed the strategy paper and TOR for the first European Bilateral Partners Meeting on the WB's Children and Youth Strategy which will be held in October 2003</li><li>Organized the three day long European Sustainable Development Forum with over 90 participants from 18 European governments and international organizations</li><li>Conceived briefings for bilateral meetings between the WB President and the German Government</li></ul>	<b>Paris</b>
02/02–03/02	<b>Arthur D. Little</b> Management and Technology Consultancy – Energy and Utilities Team <ul style="list-style-type: none"><li>Developed market analysis of the Spanish natural gas market for leading utility company</li></ul>	<b>Madrid</b>
07/01–10/01	<b>Bertelsmann Ventures – BV Capital</b> Early stage VC fund (US\$200m) focusing on technology companies. Investors are e.g. AOL, Bertelsmann <ul style="list-style-type: none"><li>Assisted management in an US\$3m investment in a HR Management System developer</li><li>Analyzed and evaluated business plans and company presentations. Presented results to management</li><li>Conceived and set-up an internal research library for US and European offices</li></ul>	<b>Hamburg</b>
04/01–07/01	<b>Schroder Salomon Smith Barney</b> Investment Banking – Summer Analyst in the Internet and Technology Group <ul style="list-style-type: none"><li>Worked on the \$730m LBO of Telenor Media by the Texas Pacific Group (e.g. competitive analysis)</li><li>Assisted in building an operating and financial model for a sell-side transaction of a mobile portal</li><li>Developed presentation for the “Zielgruppenprüfung” for a technology IPO at the Neuer Markt</li></ul>	<b>London</b>
08/00–10/00	<b>Neoxis - Argentine Web design startup</b> - Conceived and programmed Internet pages for clients	<b>Buenos Aires</b>
11/99–08/00	<b>Brüssow &amp; Stummer - Startup, provider of innovative catering services to offices in the Berlin area</b> <ul style="list-style-type: none"><li>Developed new marketing concept to differentiate B &amp; S from emerging competitors</li><li>Acquired 50 new corporate customers through client presentations</li><li>Built and trained acquisition teams</li></ul>	<b>Berlin</b>
02/99–03/99	<b>H.Stern - World's 3<sup>rd</sup> largest jewelry manufacturer and market leader in Brazil</b> – Marketing Department	<b>Rio de Janeiro</b>
08/98–09/98	<b>Condor Berlin - Deutsche Lufthansa Affiliate</b> – Controlling Department	<b>Berlin</b>
08/97–09/97	<b>Debis Immobilienmanagement - DaimlerChrysler Real Estate Affiliate</b> – Cost Accounting Department	<b>Berlin</b>
11/96–08/97	<b>Military Service</b> - Supported the AID-force during the great flood in 97, later received medal of honor	<b>Potsdam</b>

### ADDITIONAL: Arbeitsgruppe Wirtschaftsingenieure e.V.

Biggest student organization in Berlin and management consultancy of Industrial Engineering students

- Led organization as President in 2000 and as Vice President (Public Relations) in 1999
- Raised membership by 40 % through initiatives such as introducing freshmen days, establishing a cultural program and organizing special lectures by CEOs of German high-profile start-ups and incubators
- Founded official IEM alumni association of TU Berlin and VWI, the German IEM Association

### BIG Vision Congress – “Mergers for Survival?” at the Technical University of Berlin

Mergers and Acquisitions Congress over four days with over 120 participating students from 14 European countries

- Initiated, planned and executed BIG (Business in Growth) Vision Berlin
- Persuaded 13 companies to participate in workshops and lectures (e.g. Goldman Sachs, McKinsey & Co.)

**LANGUAGES:** English, German (native), Portuguese, Spanish – fluent  
French – intermediate

**HOBBIES:** Enjoy politics, jogging, traveling, cooking and jazz