

Curriculum Vitae

Jan Wuennenberg

Date of birth 18 April 1978

Family Married, two children

Nationality German

Languages German, English, French (basic)

Position Senior Project Manager Financing and M&A

Base Office Toenisvorst / Germany



Professional experience

2018 (curr) Senior Project Manager Financing and M&A INAVIA Aviation Consultants GmbH Toenisvorst /Germany

- Supporting clients in the aviation industry in developing and executing corporate strategies as well as commercial decisions
- Facilitating turnarounds incl. taking interim positions in finance
- Attracting financing and running all necessary processes with the banks / investors
- Preparing business plans, optimization of the financial planning infrastructure as well as respective reporting / controlling processes
- Evaluating investment / growth opportunities and establishing a respective framework
- (Re-)Negotiation of contracts with clients, suppliers and other stakeholders
- Setting up project organizations and running the PMO for various projects

2018 (curr) Managing director and founder Apollon Beteiligungen GmbH Willich / Germany

- Rendering Investment-Banking services such as M&A deal advisory, corporate finance for German "Mittelstand" companies / owners from various industries
- Supporting clients in their succession planning and execution of the succession plan
- Developing and executing the corporate strategy, consulting the business owner / management in relation to strategic and commercial decisions
- Facilitating smooth integration of M&A targets / business combinations as well as running the PMO for carve-out projects
- Optimization of business processes and the client's corporate portfolio
- Improving the reporting infrastructure, financial planning processes, investment decision making processes as well as internal / external monitoring / benchmarking

**2016 - 2018 Head of Corporate
Development**

**Xella International GmbH
Duisburg / Germany**

- Supporting/consulting the management board and local organizations in relation to strategic and commercial decisions
 - Handling of all M&A projects, disposals, carve-outs, business combinations and other cooperation projects group-wide incl. organization, scheduling, budgeting, selection and management of internal/external project teams and the due diligence processes
 - Negotiation and execution of term sheets, MoUs, Lols, SPAs, APAs, JV agreements, shareholder's agreements, etc.
 - Working closely with the local management teams to facilitate smooth integration, to foster growth, improve processes and provide strategic guidance
 - Optimization of business processes and Xella's overall corporate portfolio
 - Supporting group management and local organizations with internal projects and projects with external support, such as Xella's continuous improvement program
 - Developing and expanding Xella's global license business
 - Supervision of competitor as well as M&A target monitoring/intelligence processes as well as internal and external benchmarking
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2015 - 2016 Senior Investment Manager

**BE Investment-Partners GmbH
Cologne / Germany**

- Sourcing, analysis of investment opportunities and execution of the deals
 - Coordination and preparation of the internal documentation, valuations, as well as underlying financial models, industry and competition analyses
 - Management of internal/external project teams and the due diligence processes
 - Negotiation and execution of term sheets, Lols and investment contracts
 - Assistance in selection and solicitation of investors during the fundraising process
 - Working closely with the management teams of the portfolio companies to foster growth, improve (controlling) processes and provide strategic guidance
 - Business development/execution of M&A strategies to support the portfolio companies
 - Coordination and continuous improvement of the quarterly/monthly reporting processes
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**2011 - 2015 Senior Project Manager
Corporate M&A**

**Gerresheimer AG
Duesseldorf / Germany**

- Organization, scheduling and budgeting of M&A projects
 - Project monitoring and documentation
 - Preparation of board material and decision papers
 - Planning and coordination of due diligence processes
 - Preparation of memoranda of understanding, letters of intent, etc.
 - Support in preparation of SPA, APA, JV agreements, shareholder's agreements, etc.
 - Preparation and follow up of negotiations
 - Company valuations and standardization of Gerresheimer Group's valuation practice
 - Research and preparation of target profiles
 - Communication to and coordination of the network to investment banks, corporatefinance advisors, external consultants (e.g. law firms, audit firms)
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2009 - 2011 **Equity Partner with
authorized signatory
(Prokura)** **Transforce Mergers & Acquisitions GmbH
Duesseldorf / Germany**

- Management of the company and its business together with two other equity partners
 - Expansion of the M&A business, especially into mid-cap sell side M&A
 - Development of the new business segment corporate finance including design and development of proprietary products for the German "Mittelstand"
 - Coordination of the acquisition activities and responsibility for several key accounts
 - Setup and management of business excellence, quality control and continuous improvement processes
 - Personnel development and resources planning within the executive board
 - Shifting the corporate design and market presence towards German "Mittelstand"
 - Development and expansion of the national and international partner network
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2006 - 2009 **Senior Consultant with
authorized signatory
(Prokura) – Corporate Finance** **Conpair AG
Essen / Germany**

- Co-Heading the M&A business within Conpair
 - Personnel planning, selection and development within the company
 - Management of Conpair's activities within the international cross border M&A network "Mid-Capital"
 - Coordination of acquisition activity and responsibility for several key accounts within the corporate finance business
 - Development of the new business segment "Monitoring", setup and coordination of a centralized controlling workflow to monitor and review mezzanine portfolios
 - Setup of the process organization and coordination of the due diligence processes within Conpair's proprietary Mezzanine-CLO-structure "SME Growth"
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2002 - 2006 **Head of Competence Center –
Corporate Finance /
Portfolio Management** **Conpair AG /
Conpair Corporate Finance GmbH
Essen / Germany**

- Heading the department with management responsibility for 3 employees and up to six trainees/student trainees
 - Independent handling of various corporate finance, M&A and IPO projects, support of other project teams, especially within financial issues
 - Quality control of services, products and research (Information Memoranda, valuation reports, rating reports, etc.) including knowledge transfer and education
 - Job training of new colleagues including internal workshops and seminars
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2000 - 2001 **Consultant / Analyst –
Corporate Finance Position** **Conpair AG
Essen / Germany**

- Independent handling of various corporate finance projects
 - Conducting market analysis
 - Approaching investors in the context of national and cross-border M&A projects
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**1999 - 2000 Acquisition of business
clients – electronic banking
team**

**Deutsche Bank 24 AG
Essen / Germany**

- Acquisition of new customers, consulting and implementation of various electronic banking products (e.g. POS hard- and software, bank account processing/payment software, Secure Electronic Transaction)
 - Development and enhancement of the team's IT infrastructure to support acquisition process
 - Order processing and supervision of back office processes
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**1997 - 1999 Apprenticeship and formal
education certificate**

**Deutsche Bank AG
Essen / Germany**

- Professional education including practical training with job rotation in various bank departments and branches complemented by theoretical education in vocational school and internal trainings
 - Qualification 'Bankkaufmann', final written and oral exam coordinated by the Chamber of Commerce (IHK)
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Education

2004 (curr)	PhD program, University of Wuppertal, Germany (extra-occupational)
2002 - 2004	Studies in Economic Sciences, University of Wuppertal, Germany (complementary, extraoccupational studies as qualification for a PhD program)
2002 - 2005	Chartered Financial Analyst, CFA Institute (extra-occupational) Designation of CFA® charter
1997 - 2002	Studies in Business Informatics, FOM University of Applied Sciences, Essen, Germany (extra-occupational) Academic diploma degree (university of applied science, comparable to bachelor degree) / Diplom-Informatiker(FH) <ul style="list-style-type: none">• Thesis on risk based software testing in software development
1997 - 2001	Studies in Business Administration, FOM University of Applied Sciences, Essen, Germany and Hogeschool Zeeland, Vlissingen, Netherlands (extra-occupational) Academic double diploma degree (university of applied science) / Diplom-Kaufmann (FH) and Bachelor of Commercial Economics (B.A.) <ul style="list-style-type: none">• Thesis on a stock market model designed to reproduce and analyze volatility effects induced by hedging strategies• International Management• Foreign Economics
1996 - 1997	Civilian Service, Augusta hospital, Bochum, Germany
1988 - 1996	Secondary School Education, Graf-Engelbert-Gymnasium, Bochum, Germany (Abitur)
