



Günter Lukas
email: lukas@inpos.de
Birthday: 01.10.1951
Divorced, 2 Kids (9 & 3 years)
Quinta São Miguel
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Languages: German (native), fluent in English & French, Portuguese learning, basics in Japanese
Professional experience since: 1976
Management experience: 25 years
Version: January 2009

Günter Lukas is a cosmopolitan and "serial entrepreneur". He was more than 25 years successful as entrepreneur and manager in many kind of international functions. He founded several SMEs, among others a successful building contractor company. At the early age of 25 he made his first experiences as independent financial consultant and helped mainly young academics to financial security and own fortune in real estate. His second career started in the IT/TC-branch as managing director of a computer sales and software company and continued as Sales Manager for the education market at Siemens Corporation. At this time he became a pioneer of computer based learning systems, nowadays known as e-learning. After being promoted as Sales and Marketing Director Europe, he managed the PC branch in France and lived in Paris for three years. His field of responsibilities was later extended to the countries of the former Soviet Union.

After ten years of work for Siemens he felt like starting his own business again: as management consultant for international IT-business he was one of the internet pioneers in Germany. He prepared for SCM Microsystems the market entry to Asia and the initial public offering (IPO) at Nasdaq and "Neuer Markt". During that time he lived in Japan for about a year and became partner of the "EU-Japan Centre for Industrial Cooperation", a state joint venture from MITI and EU.

In 1998 he founded, together with some big names of the IT business, ATAMA AG, an internationally aligned venture capital company for technology investments. The portfolio was sold after the dotcom crash and the company wound up in 2006. In 2002 he founded the Institute for Personal Positioning®, to pass on his experiences through training and coaching to younger executives.

For private reasons he finished his management activities in Germany in 2006. Since then he is living in Portugal. His main strengths are entrepreneurship, founding and financing of new companies, building up relation networks, enthusiastic and authentic presentation, customer relationship and last not least success in difficult negotiations with high level clients. His business friends still search his advise when difficult topics need to be dealt with.

His private interests are his children (9 and 3), classical-, jazz- and rock music, (at the age of 18 he built his first electronic organ, he plays the electrical guitar and synthesizers in his home recording studio), new technologies, sailing, travelling and the people of this world in their manifold variety and uniqueness.

Having spent a sabbatical year, in which he got used to his residence in Portugal, he was looking for an activity which allows him to make use of his professional experiences. He started offering coaching, consulting and interims management. End of 2008 he acted as "Immigration Coach" for a German television series.

He is best where most people fail: convincing treatment of high level clients at eye level.

Chronological curriculum vitae **Günter Lukas**

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01.2007 – dato: Sabbatical, Coach	After winding up his venture capital company move to Portugal, to be inspired by new ideas and to be open to new opportunities. Start of own writing activities, TV-Presence as "Immigration Coach". Selected Coaching and Consulting tasks.
06.1998 - 12.2006: Founder and CEO of ATAMA AG, Global Finance & Technology Management. Venture Capital	Founding and building up of a Venture Capital (Seed Capital) company, fundraising with Business Angels and high level private and institutional investors, investment management, controlling, M&A. In 2005 decision of the board to sell the portfolio and liquidate the company.
07.2002 - 06.2006: Founder and CEO of InPos AG, Institut for Personal Positioning Training & Coaching	Founding of a training and coaching business, development of a unique concept for training and coaching(the 3 segments), execution of management training and coaching, according to the decision of the board wound up in 2006.
01.1996 - 05.1998: Vice President Europe and Asia, SCM Microsystems Inc. St. Clara, USA. Information Technology and Telecommunication	Management of Sales and Marketing for Europe and Japan, building of a distribution network in Japan and founding SCM Japan, extended industry contacts and partner of the EU-Japan Centre for Industrial Cooperation at MITI. <u>Successful IPO</u> at Nasdaq and Neuer Markt.
01.1990 – 12.1993: Managing Director at the building contractor Bela Casa GmbH & Co KG Real Estate	Founding of the company. Acquisition, restructuring, renovation and sales of real estate. Planning and construction of new apartments, finance and sales.
01.1994 - 12.1995: Cooperation Manager IT/Telecommunication at Siemens AG.	Establishing cooperation between the Siemens branches of telecommunication and IT companies like IBM, Apple etc. projects: computer based telephony, VoIP etc.
01.1992 - 12.1993: Regional Manager Eastern Europe der Siemens AG.	IT sales through distribution networks in Eastern Europe: GUS, Poland, CSFR, government business, located in Dresden with Siemens Nixdorf.
01.1989 - 12.1991: Regional Manager France & South Europe von Siemens AG Personal Computer in Paris.	Market entry of Siemens PCs in Spain, Portugal and France, Marketing Manager PC and peripherals in France, Active role in the merge between Siemens, Nixdorf, IN2 and Leanord to SNI France. Head of the PC Marketing-Department with 50 employees.
01.1986 - 12.1988: Head of IT – Sales Educational Market at Siemens AG.	Sales of computer technology to schools and universities within Germany, directing German-wide sales team, speeches at educational fairs and events, special corporate task: computer based learning (CBT), today known as e-learning
01.1981 - 12.1985: Managing Director at Lucky Data Computersystems GmbH Information Technology and Telecommunication	Founding and running a computer sales and software company. Marketing, sales and finances, developing of software concepts (Pflichtenheften), training of colleagues and clients on IT topics and electronic data processing.
06.1975 - 12.1980: Main Agency of Bonnfinanz AG/ Deutscher Herold / Deutsche Bank. Finance Consulting	Financial consulting, real estate and business financing, management and training of colleagues
10.1971 – 03.1975: Machine Tool Engineer Factory Engineering	Machine tool apprenticeship, final mark: Best, 1,5 at Läßle GmbH, Heilbronn, Germany. Then working in tool engineering with Revox AG, Bad Säckingen
09.1957 – 09.1971: School 01.10.1951 born in Braunschweig/Germany	Primary education, Highschool for natural sciences Justinus Kerner Gymnasium in Heilbronn / Neckar, Germany

Computer / telecommunication	corporate and private finance	mechanical engineering	training and education
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