

Curriculum Vitae

Daniel Topolanek

*September 1st, 1992 in Gablitz, Austria

Dr.-Billroth-Strasse 34/2
3430 Tulln an der Donau, Austria
Mobile: +506 8716 9027
E-mail: daniel.topolanek@gmail.com



Education and Training

- 08/2018 - today** **INCAE Business School**, Alajuela, Costa Rica
MBA Especializado, majoring in Marketing and Sustainability (as part of a double degree programme with HSG)
- prospective graduation 05/2019 – current Grade Point Average 4.00/4.00 (4 being best and 0 being worst)
- 09/2017 - today** **HSG - University of St. Gallen**, St. Gallen, Switzerland
Master of Arts (MA) in Strategy and International Management (#1 MiM on FT for 8 years in a row)
- prospective graduation 08/2019 – current Grade Point Average 5.11/6.00 (6 being best and 1 being worst)
- received World Economic Forum Global Shapers Scholarship for CHF10,000 as Global Shaper in Zurich Hub
- GMAT: 720/800 (top 6% globally)
- 09/2013 - 08/2016** **University College London**, London, United Kingdom
Bachelor of Arts (BA) with Honours in Economics and Business with East European Studies
- Grade Point Average 67% – Upper Second Class Honours (70+ being best and 0 being worst)
- 09/2007 - 06/2012** **HAK/HAS Tulln**, Tulln, Austria
Austrian Higher School Certificate
- Grade Point Average 1.1 (1 being best and 5 being worst)
- ### Professional Experience
- 06/2018 - 07/2018** **A.T. Kearney**, Zurich, Switzerland
American global management consulting firm
Summer Trainee
- Acted as lead in the development and alignment of a business case for building up a B2B and B2C - consumer e-commerce platform
- Developed a competitor analysis for digital initiatives in the health and orthopedics industry
- 01/2017 - 07/2017** **Everjobs Sri Lanka, part of Rocket Internet network**, Colombo, Sri Lanka
a portfolio company of Rocket Internet and Sri Lanka's fastest growing job platform
Head of Business Development
- Built up PR network from scratch to up to 40 articles a month and initiated partnerships with e.g. HSBC and McDonald's
- Increased job seeker base of the country's fastest moving online job portal by 20%
- Developed, budgeted and partially executed a long-term marketing strategy, which contributed to 10% more revenue
- Managed seven people in the departments Content Management, Customer Service, PR, Marketing and Partnerships
- 09/2016 - 12/2016** **Deliveroo**, Berlin, Germany
a globally operating British online food delivery company with \$2bn valuation
Business Development Intern
- Optimised workflows for Account Management and Business Development as part of a Business Intelligence project
- Evaluated over 1,500 potential restaurant partners in order to achieve mid- and long-term revenue goals
- 04/2015 - 06/2016** **Anthony Ford-Shubrook**, London, United Kingdom
an individual with cerebral palsy
Personal Assistant and Carer
- Supported a man with cerebral palsy in day-to-day life for 24 to 48h/week alongside studies

07/2014 - 08/2014	<p>UBS, Zurich, Switzerland <i>a Swiss multinational investment bank and financial services company</i> Summer Intern in Emerging Talent Program</p> <ul style="list-style-type: none"> - Directly reported to Group COO and worked on an internal optimisation project for the tax department - Executed crucial steps in implementing a software with the department in the area of 'integrated work management'
09/2012 - 08/2013	<p>Royal London Society for the Blind, Sevenoaks, United Kingdom <i>a former UK charity that operated for 175 years and focused on empowering partially sighted and blind young people</i> Teaching Assistant and Carer</p> <ul style="list-style-type: none"> - Supported visually impaired and blind students with further complex needs in college and student halls - Learned Braille Level I <p>Extracurricular Activities</p>
09/2017 - today	<p>Global Shaper, World Economic Forum Global Shapers, Zurich Hub, Zurich, Switzerland <i>a global organisation of more than 7,000 people under 30 committed to positively impacting their environment</i></p> <ul style="list-style-type: none"> - organised a clothes donation event on HSG campus, where more than 500kg of clothes were donated and subsequently handed over to Caritas
09/2013 - 08/2016	<p>Lacrosse Player, various organisations, Europe</p> <ul style="list-style-type: none"> - Core defender and LSM for Austrian national team from September 2015 to June 2016 - Core defender for UCLU Men's 1st Lacrosse team and member of UCL's Elite Athlete Programme from September 2013 to June 2016 - Core defender for South East England Universities team in February 2016 <p><u>Achievements</u></p> <ul style="list-style-type: none"> - Contestant at European Championships in July 2016 in Budapest - Winner of British Universities and Colleges Division 1 in 2015 and 2016 - Winner of British Universities and Colleges Division 2 in 2014
09/2017 - 05/2018	<p>Founder and President, 180 Degrees Consulting - UCL Branch, London, United Kingdom</p> <ul style="list-style-type: none"> - Founded UCL's first branch of 180DC, the <i>world's largest consultancy for nonprofits and social enterprises</i> - First project: consulted Migration Hub Network in Berlin and analysed the London market for expansionary opportunities - Branch now undertakes 8+ projects a year with different nonprofits and social enterprises with 40+ student consultants <p><u>Achievements</u></p> <ul style="list-style-type: none"> - Awarded 'Best new branch – EMEA region 2015/16' by 180 Degrees Consulting C-level management - Awarded 'Best consulting project EMEA region 2017' for Migration Hub project by C-Level management
03/2014 - 06/2015	<p>Vice President - Head of Social Events, UCLU Economics and Finance Society, London, United Kingdom</p> <ul style="list-style-type: none"> - Organised biggest events independently organised by a student for over 3000+ active members, including a Christmas Ball for 400+ people and 5-day trip to Berlin for 80 people with an overall budget of £50,000 - Managed a team of two Executives and was a member of the Executive Committee - Awarded 'Best Overall Society of the Year 2014/15' by UCL Union
05/2010 - 08/2012	<p>Member/Delegate/Organiser, European Youth Parliament, several locations, Europe</p> <ul style="list-style-type: none"> - participated in National Selection Conference in Vienna in May 2010 - participated in European Youth Forum in Novi Sad, Serbia in April 2011 - co-organised the European Youth Forum in Tulln, Austria in August 2012 <p>Language Competencies</p> <p>German – native English – business fluent Spanish – intermediate Russian – elementary</p> <p>Miscellaneous</p> <p>MS Office incl. Thinkcell – business fluent</p>



Daniel Topolanek, November 29th, 2018