



# Michael Rukundo Knabe

## Full Stack Web and App Developer

Certified Full Stack Web and App developer with a business mindset and a huge interest in innovation and new technologies. Proficient in Frontend and Backend.

Driven team-player with great communication skills and with previous experience within the tech industry through managing frontend, backend and design experts as well as third party technical service providers. Experienced in project-, product- and business development.

### Contact Info

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### Personal Info

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### Key Skills

- Product Management
- Project Management
- Stakeholder Management
- Problem Solving
- Responsive Design
- JavaScript
- React.js
- HTML5
- CSS3
- Node.js
- Express
- APIs
- Software Testing

### Tools

- Jira, Trello
- Microsoft Office
- Salesforce / Hubspot
- Git and GitHub
- Console
- VS Code

### Languages

- German: Native
- English: Excellent
- Spanish: Fluent

### Interests

- Sports: Running and Fitness
- Music: Acoustic Guitar

### Education

06/2020 - 10/2020 Berlin	<b>WBS CODING SCHOOL</b> <i>Certificate in Full Stack Web and App Development</i>
09/2016 - 10/2017 Lisbon / Copenhagen	<b>Master of Science in international Management</b> <i>CEMS – The Global Alliance in Management Education</i> Final Grade: A-
09/2015 - 10/2017 Copenhagen	<b>Master of Science in International Business</b> <i>Copenhagen Business School</i> Final Grade: 1.7
10/2011 - 02/2015 Cologne	<b>Bachelor of Science in Business Administration</b> <i>University of Cologne</i> Final Grade: 2.2
09/2007 - 06/2010 Frechen	<b>A-Levels (Abitur)</b> Final Grade: 1.7
09/2006 - 06/2007 Shaftesbury	<b>Year Abroad</b>

### Work Experience

12/2019 - 06/2020 Berlin	<b>Senior Business Development Manager</b> <i>GoLiving</i> <ul style="list-style-type: none"><li>Cooperation with large real estate companies - short-term for leasing, mid-term for joint project development in Berlin, Cologne and Düsseldorf</li><li>Identification of customer needs and development of suitable use cases</li><li>Creation and continuous development of a corporate pitch deck and business development playbook</li></ul>
05/2019 - 10/2019 Berlin	<b>Project Manager Mobility Apps - MaaS</b> <i>Mobimeo GmbH (Deutsche Bahn AG)</i> <ul style="list-style-type: none"><li>Strategic partner management: analysis of needs, definition of product scope &amp; integration roadmap</li><li>Manage various teams composed of product, engineering, design and market experts</li><li>Management of external tech service providers</li><li>Highlight project risks and develop mitigation options, ensure timely delivery and compliance with SLAs</li><li>Consult partners on market entry strategy and comms strategy, train staff on products for customer service</li></ul>

11/2017 - 04/2019 Berlin	<b>Partnerships Manager and Product Owner - SaaS</b> <i>Telefónica Germany NEXT GmbH (Minodes)</i> <ul style="list-style-type: none"> <li>Product Owner White Label: product development, market analysis, development and execution of channel strategy as well as first partners ahead of schedule</li> <li>Defined product iterations based on partner requirements and internal feasibility in close collaboration with the development, operations and BI team</li> <li>Scaled up White Label to be major revenue channel</li> <li>Strategic development of partnerships from acquisition and relationship building to closing, execution of roll-outs and cross- &amp; upselling</li> <li>Cross functional project management to ensure compliance with SLAs</li> <li>Planned and executed negotiations, onboardings and workshops with C-level executives</li> <li>Promotion from Sales Development Representative to Partnerships Manager</li> </ul>
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**Internships & Volunteer Work**

02/2016 - 05/2016 Copenhagen	<b>Consultant</b> <i>180 Degrees Consulting, Client: Non-Profit-Organization</i> <ul style="list-style-type: none"> <li>Analysed the client’s organizational structure, employee incentives and fundraising strategy</li> <li>Developed and implemented new vision &amp; mission statements, and a new organizational structure</li> <li>Created action plan to reach fundraising goals</li> </ul>
12/2014 - 05/2015 Berlin	<b>Business Developer</b> <i>Rocket Internet SE (EatFirst)</i> <ul style="list-style-type: none"> <li>Set up, improved and executed operations processes</li> <li>Negotiations with business partners &amp; suppliers</li> <li>Identification, analysis &amp; reporting on operations KPIs</li> </ul>
09/2013 - 12/2013 Cologne / Dortmund	<b>Consultant</b> <i>OSCAR GmbH, Client: Big Public Contractor</i> <ul style="list-style-type: none"> <li>Analysed the client’s cost accounting processes and developed a new system for enhanced performance</li> <li>Carried out test runs of the concept</li> <li>Summary: The client’s directors commissioned a follow-up project for companywide implementation</li> </ul>
11/2011 - 09/2012 Cologne	<b>Project Lead</b> <i>AIEMEC-Cologne (Student Society)</i> <ul style="list-style-type: none"> <li>Led a team of eight students</li> <li>Organized accommodation and internships in local NGOs for 20 volunteers from 13 nations</li> </ul>
10/2010 - 06/2011 Madrid	<b>Volunteer</b> <i>Internationaler Bund e.V. – full-time</i> <ul style="list-style-type: none"> <li>Took a three months intensive Spanish course</li> <li>Worked six months as a volunteer in a kindergarten</li> </ul>