



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.

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Personal Info

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29.07.1990

Key Skills

Product Management

Project Management

Problem Solving

Responsive Design

JavaScript

React.js

HTML5

CSS3

Node.js

Express

APIs

Software Testing

Tools

VS Code

Git and GitHub

Console

Jira

Salesforce / Hubspot

Languages

German: Native

English: Excellent

Spanish: Fluent

Interests

Sports: Running and Fitness

Music: Acoustic Guitar

Education

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

Work Experience

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

11/2017 - 04/2019
Berlin

B2B Partnerships Manager - SaaS
Telefónica Germany NEXT GmbH (Minodes)

- Product Owner White Label: product development, market analysis, development and execution of channel strategy as well as first partners ahead of schedule
- Scaled up White Label to be major revenue channel
- Strategic development of partnerships throughout the entire process from acquisition and relationship building to closing, execution of roll-outs and cross-& upselling
- Planned and executed negotiations, onboardings and workshops with C-level executives
- Cross functional project management to ensure compliance with SLAs and make partners happy
- Promotion from SDR to Partnerships Manager

Internships & Volunteer Work

02/2016 - 05/2016
Copenhagen

Consultant
180 Degrees Consulting, Client: Non-Profit-Organization

- Analysed the client's organizational structure, employee incentives and fundraising strategy
- Developed and implemented new vision & mission statements, and a new organizational structure
- Created action plan to reach fundraising goals

12/2014 - 05/2015
Berlin

Business Developer
Rocket Internet SE (EatFirst)

- Set up, improved and executed operations processes
- Negotiations with business partners & suppliers
- Identification, analysis & reporting on operations KPIs

09/2013 - 12/2013
Cologne / Dortmund

Consultant
OSCAR GmbH, Client: Big Public Contractor

- Analysed the client's cost accounting processes and developed a new system for enhanced performance
- Carried out test runs of the concept
- Summary: The client's directors commissioned a follow-up project for companywide implementation

11/2011 - 09/2012
Cologne

Project Lead
AIEMEC-Cologne (Student Society)

- Led a team of eight students
- Organized accommodation and internships in local NGOs for 20 volunteers from 13 nations

10/2010 - 06/2011
Madrid

Volunteer
Internationaler Bund e.V. – full-time

- Took a three months intensive Spanish course
- Worked six months as a volunteer in a kindergarten