Contact

www.linkedin.com/in/wolfgang-radl (LinkedIn)
www.pega.com/ (Company)
www.pega.com/low-code-app-development (Other)
www.pega.com/products/pega-platform/intelligent-automation (Other)

Top Skills

Value Propositions

Knowledge Acquisition

Customer Advocacy

Languages

Spanish (Elementary)

English (Professional Working)

German (Native or Bilingual)

Certifications

ITIL Foundation Certificate in IT Service Management

RPA Level 3 - Advanced Training

RPA Level 2 - Orchestrator 2018.2 Training

Kofax Transformation Modules 6.0

Data Mining with Weka

Honors-Awards

Merit Scholarship Award

Merit Scholarship Award

Publications

A More Efficient Method for Creating an Expenditure-based Extraction Benchmark in Kofax Transformation Modules

And Data for All: On the Validity and Usefulness of Open Government Data

Wolfgang Radl

Changing the way our world builds software ◆ Solutions Consultant @ Pega

Berkeley, California, United States

Summary

Technical pre-sales expert with over 15 years of profound experience in Intelligent Automation, Intelligent Document Processing, and Workflow Automation. Core competencies include sales presentations, technical pre-sales, business process management, and social selling.

Experience

Pegasystems
Senior Solutions Consultant
October 2019 - Present (4 years 2 months)
San Francisco Bay Area

Fostered innovation leveraging Pega Infinity for Fortune 50 high-tech manufacturing corporations.

• Pre-sales: Utilized deep expertise to conduct discovery sessions to create targeted product demonstrations, playing a pivotal role in securing and retaining multi-million dollar contracts.
• Sales Asset Development: Created reusable demo assets to highlight Pega Infinity's adaptability, Center-Out strategy, and leadership in enterprise-grade Generative AI capabilities.
• Social Selling: Sustained an active LinkedIn presence, sharing insights on Low-Code and Workflow Automation, with posts averaging 8,000 impressions per year in 2023 with a high engagement rate.

MBO Partners
Independent Contractor
June 2018 - October 2019 (1 year 5 months)
San Francisco Bay Area

Subject matter expert showcasing deep expertise in architecting and deploying Kofax solutions, with a focus on agile delivery, design, and comprehensive knowledge transfer.

• Solution Architect: Directed and realized successful customer projects leveraging Kofax TotalAgility, Transformations, and RPA; established a track record of enhancing process efficiencies consistently.

• Community Building: Recognized as pivotal figure in the Kofax community, standing as one of the top three all-time contributors on Stack Overflow and actively contributing in various groups on LinkedIn.

• Blogging: Maintained a Kofax-focused blog that drew an average of 1,000 monthly visitors, providing insights and promoting best practices: https://theorycrafter.org/

SmartCAP IT-Solutions GmbH
Professional Services
January 2013 - October 2019 (6 years 10 months)
Vienna, Austria

Drove the successful delivery of large-scale projects specializing in digital mailroom and accounts payable automation.

• Project Management: Oversaw projects over the entire life cycle, from technical pre-sales engagement to solution delivery and post-sales support, ensuring client satisfaction and success.

• Complex Project Delivery: Acted as pivotal Business Analyst and Consultant for high-impact projects in the telecommunication and public sector, each classifying over 10,000 documents per day as well as extracting metadata within stringent service level agreements.

• Team Development: Leveraged expertise to cultivate talent within the Professional Services team, mentoring one new expert annually on average.

Quipu KG
Kofax Consultant and Contractor
January 2013 - January 2018 (5 years 1 month)
Vienna, Austria

Served as a Kofax Consultant for Partners, responsible for overseeing solution design, delivery, and the facilitation of enablement and knowledge transfer.

• Business Development: Played a central role in guiding a startup from a team of two to Kofax Platinum Level partner with a team of eight, generating €1.2M in annual revenue within a span of four years.

• Blogging: Maintained a Kofax-focused blog that drew an average of 1,000 monthly visitors, providing insights and promoting best practices: https://theorycrafter.org/

Scanpoint GmbH
Head of Solution Delivery
August 2008 - April 2012 (3 years 9 months)
Vienna, Austria

Served as the Product Manager and team lead, leading both solution delivery and development teams comprising 8 professionals, all working towards the enhancement of the company's internal process management system and delivery methodology.

• Strategic Oversight: Annual budget oversight of €400,000, further responsible for the enhancement of the process management system, ensuring alignment with business objectives.
• Process Automation: Led the initiative to automate major segments of daily operations, resulting in increased transparency and reduction of human touch by approximately 40%.
• Team Building: Established and grew the Solution Delivery and Architecture department from scratch, aligning with Scanpoint's pivot to in-house system development for daily operations.

Kofax
Sales Engineer
January 2005 - July 2008 (3 years 7 months)
Austria

Directed cross-vertical teams, playing a pivotal role in securing 6-figure projects within the realms of Digital Mailroom and Accounts Payable Automation.

• Kofax-Certified Trainer: Empowered early adopters across Europe, specializing in Kofax Transformations software.
• Post-Sales Support: Delivered crucial second-level support to Austrian partners, successfully managing relations and ensuring smooth ongoing operations.

Education

Fachhochschule Technikum Wien
Master of Science (MSc), Information Systems Management · (2013 - 2015)

Fachhochschule Technikum Wien
Bachelor of Science (BSc), Business Informatics · (2010 - 2013)