

# Raphael Nicolas Zinsmeister

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## EDUCATION

### WHU – Otto Beisheim School of Management

*Bachelor of Science in International Business Administration (expected GPA 2.0)*

- **Management Abroad Course:** India 2018 (Mumbai & Bangalore)

**Vallendar, Germany**

*September 2017 – June 2020*

### University of Arkansas - Sam M. Walton College of Business

*Semester abroad*

**Fayetteville, USA**

*January 2019 – May 2019*

### Law Track Certificate

*Additional law courses in cooperation with Bucerius Law School, Hamburg*

**Vallendar, Germany**

*January 2018 – June 2020*

### Arndt-Gymnasium Dahlem

*Abitur (University-entrance certificate), GPA: 1.5*

- **High School Exchange:** Dartmouth Academy (United Kingdom) in 2014

**Berlin, Germany**

*August 2008 – July 2016*

## WORK EXPERIENCE

### Confluentes e.V.

*Consultant for the student consultancy at WHU*

- Independently formed and presented a study for a private equity client

**Berlin, Germany**

*January 2020 – present*

### Roland Berger GmbH

*Working Student in Restructuring, Performance, Transformation & Transaction*

- Assistance during restructuring processes in the fields of health-care, publishing, automotive and transportation industry
- Preparation of lecture series in restructuring at the University of Heidelberg including the creation of a case study

**Berlin, Germany**

*October 2019 – present*

*Intern Restructuring at a German automotive supplier with 20 international entities (approx. 1 bn rev.)*

*June 2019 – August 2019*

- Assistance in the forecast process – analysing plan vs. actual data and preparation of challenge meetings with entities
- Set-up and implementation of reporting tool for the tracking of restructuring measures
- Preparation and evaluation of the bi-weekly liquidity planning with regards to payment flows and shortages
- Research and benchmarking for Mechanical Engineering with an international comparison

### Fresenius Medical Care AG

*Intern Supply Chain Management*

- Analysis of processes in the purchasing department regarding suppliers and internal operations
- Weekly planning of material usage and set-up of new supply stream with entities in South East Asia

**Bogotá, Columbia**

*May 2019 – June 2019*

### KPMG AG

*Intern Customer Consulting*

- Development of a sales strategy for a mass screening software for diabetic retinopathy
- Support in the conception and creation of a business case for the strategic alignment and implementation of an online sales platform for a fuel card service provider
- Study on the creation of data by IoT, apps and other data trackers and their possible uses in the health market environment

**Frankfurt, Germany**

*June 2018 – August 2018*

### Hyatt Regency Sydney

*Assistant Accountant in project team responsible for the takeover of Australia's biggest hotel*

*November 2016 – December 2016*

- Supervised the outsourcing of payroll processing and assisted with budget preparations
- Set up new business processes and procedures with offshore shared service centre

**Sydney, Australia**

### Sofitel Sydney Wentworth

*General Cashier/ Income Auditor Internship*

- Daily reconciliation of credit cards, following up variances with management
- Regularly reviewed all rebates and internal controls to audit standards are maintained

**Sydney, Australia**

*August 2016 – November 2016*

## EXTRACURRICULAR ACTIVITIES

### WHU Europa Sportverein e.V.

*Head of Spirit at "Euromasters 2018" (sports event with >2200 international participants)*

*November 2017 – November 2018*

- Responsible for organizing multiple pre-events and hosting the event in the sports arena to create the special event atmosphere

### Competitive Hockey

*Berliner SC (2<sup>nd</sup> Bundesliga), before: Limburger HC & Berliner HC*

**Berlin, Germany**

*May 2005 - present*

### Fundación Helping Hands

*Volunteer in a project supporting students of limited economic resources*

- Preparation of receipts for the tax office, assisted with food preparation

**La Paz, Bolivia**

*February 2017 – March 2017*

## MISCELLANEOUS

IT Skills

MS Office (Professional)

Languages

German (Native), English (Fluent), Spanish (B2), Latin (Latinum)

Hobbies

Sports (Hockey, Soccer, Tennis, Ski), Music (Piano, Drums, BigBand)

Personal Interests

Trading Financial Markets, Travelling (e.g. South America: February 2017- June 2017)