

Curriculum Vitae



Ralf Aigner,
born on 14th of May 1981
in Munich, Germany
married

With a proven track record in scaling businesses and driving growth, I bring a hands-on approach to leadership and strategic planning. I am committed to working closely with the existing team to build on their successes and create new opportunities for growth. My focus on fostering a positive company culture and leveraging digital transformation will ensure the continued success and expansion of the business.

Ralf Aigner
Tarnowitzer Strasse 6B • 81929 München
Mobile: +49 179 210 54 87 • Email: ralf.aigner@gmail.com

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Work experience

September 2021-
February 2024

Spendit AG, Munich, Germany
CEO

- Turnaround of Leading German benefit platform
- Redefined vision & mission, restructured operations, sales and product teams.
- Brought company back on a growth track with +30% revenue growth in initial 12 month
- Managed team of 7 direct reports and 80 FTE in total
- Successfully lead and closed Series A financing round.

November 2020 –
September 2021

Gympass Germany GmbH, Munich, Germany
VP Europe Partnership & Country Lead Germany

- Lead of European Partnership team in Spain, Italy, Uk and Germany plus country lead for Germany.
- Brought relationship with key fitness and health partners to the next level, building the ground for successful expansion.

January 2018 –
September 2020

Gympass Germany GmbH, Munich, Germany
VP and CEO Germany

- Accountable for German market and European targets
- Build European regional organization with shared services in operations, finance, marketing and HR
- Driving Cultural change towards OKR driven company, including definition of business plan and quarterly targets
- Delivered x5 (2018) and x3 (2019) sales growth in Germany
- Evaluating and supporting strategic M&A
- Managed relationship with local stakeholder General Atlantic
- Successfully build up a talented, high performing team and defined solid corporate growth strategy
- Successfully implementation of Salesforce, Contract Management Systems and Tableau (KPI visualization)

April 2012 – November 2017

Wishbird Experiences SA de CV, Mexico City, México
Founder and CEO/CFO

- Co-Founded leading online leisure activity company in Mexico (www.wishbird.com.mx)
- Accountable for product, finance and controlling
- Successfully closed multiple funding rounds including international investors (500startups)
- Evolved company from idea stage to market leader in Mexican market
- Successfully negotiated and sold business to Spanish tourism group (End 2018)

Nov. 2007 – March 2012

Paatz Scholz van der Laan GmbH, Munich, Germany

Management Consulting

- Part of the founding team in Accenture Spin-Off Consultancy

- Evolved company from idea stage to re-known consulting boutique in Energy market with team of 20 people
- Managed variety of Top Priority projects for European Energy incumbents (EON, RWE) in UK, Hungary, UK and France
- Building a complete sales trading department for leading European Energy company
- Supporting carve out of European gas storage provider

October 2006 – Oct. 2007

Accenture AG, Vienna, Austria
Analyst in Strategy Consulting

Extra-curricular activities

Summer 2020

The London School of Economics and Political Science: Managerial Finance Online Certificate Course
Online certificate led by Dr Dirk Jenter that equips participants with a practical grounding in modern finance.

Summer 2015

Stanford go to market program Mexico City
Graduate of Stanford go to market program in Mexico City. Leveraging Stanford's unique approach to entrepreneurship, the program teaches innovators how to refine and develop a go to market strategy.

Education

October 2000 – July 2006

Majors

Universität Passau, Germany
Master of Business Administration (BWL)
Strategic management and organization

January 2006 – June 2006

Corvinus University, Budapest, Hungary
Semester with courses in Decision Making & Negotiation, Investment Analysis and others.

Sep. 2003 – February 2004

Université Toulouse, France
French and Business Administration



Munich, Germany
10. July 2024