THORSTEN ROESKE

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Qualification Summary

Entrepreneurial-minded executive and developer with 20 + years experience with strong hands-on mentality in creating innovative products, solutions and strategic positioning. Profound interest in technology, market trends and customer needs. Strong background in cyber security, identity management, wearables, mobile payment. Outstanding drive and cool under pressure. Highly analytical and inquisitive mindset with proven success at identifying and capturing business opportunities, positioning companies for the next level of growth.

I strongly believe in 'impossible is nothing' and am confident in challenging the status quo. With my enthusiasm, energy and vision I motivate teams, partners and customers.

Skills / Areas of Expertise

Mobile-, Digital-, wearable Payments	General Management & Strategy
KYC (Biometrics, Identity Management)	Product Management, P&L Management
Loyalty, Digital Vouchers/Gift Cards	Startups, M&A
IOT Security / Wearables	Team Motivation & Management
Strong General Software Development Background	Negotiations
Innovation & Technology Management	Customer Relationship Management

Professional Experience

CO-FOUNDER AND CHAIRMAN OF THE BOARD – wearonize AG – Lucerne (CH), Munich (DE), Delaware (USA) | Feb 2020 – March 2024

- Developed vision, business plan and go-to-market for wearonize with a focus on establishing wearonize as the leader in the Fintech-as-a-Service / Card-as-a-Service and wearable payments segment offering clients a no-code / no hassle alternative.
- Brought together group of founders and build a company in Switzerland with subsidiaries in Germany and the USA.
- Responsible for bringing in funding for the company and succeeded in securing more than CHF 2,5M in 2 rounds of funding at excellent valuations.
- Build a team of 22 people and annual revenue of more than CHF 1,5M.

HEAD OF BUSINESS LINE ENTERPRISE & WEARABLES – Giesecke & Devrient – Munich, Germany | Jan 17 – Jan 2020

- Global Management of the Business Line Enterprise & Wearables including P&L.
- Overall responsibility for Global Sales, Global Account Management, Product Management and Project Management in the Business Line.
- Responsible for Strategy, LTP, Budget, Roadmap, Portfolio Management, Partner management, monthly global Sales Forecast for the Business Line.
- Responsible for Global Key Account Management und Customer Satisfaction across all regions.
- Responsible for Production planning of the Business Line.
- Responsible for generating new Business and Sales.
- Responsible for crisis management.
- Responsible for all local and global employees of the Business Line.

HEAD OF SOLUTIONS AND TECHNICAL SALES – Giesecke & Devrient – San Jose, CA | Aug 12 – Dec 16

- Serve as principal technology architect, responsible for a team of solution architects and technical account managers for OEM and Enterprise Customers in North America.
- Manage international cross-functional teams including information-technology/service specialists, embedded and server software development experts as well as product managers and operations staff.
- Lead customer acquisition, project/solution architecture and execution in engagements with major players in Silicon Valley.
- Customers: Google, Intel, Apple, PayPal, Symantec, Broadcom, Qualcomm, others (reference contacts on request).
- Technologies/ Industries: Semiconductors, Telecommunication, mobile Payments, embedded Security, wearables.

- Partners: Payment schemes, banks, mobile network operators, payment service providers, large OEMs and handset vendors, application developers, others.

GLOBAL HEAD OF INNOVATION AND ALLIANCES – Giesecke & Devrient – Munich, Germany | Jan 11 - Jul 12

- Designed and modeled solutions for product innovations for G&D's complete product portfolio in the Mobile Security Division.
- Managed innovation pipeline and contributed strategic direction for G&D management board.
- Built and managed team of Innovation & Alliance Managers.
- Developed and classified market strategies including identification of key decision factors.
- Led cross functional M&A team to evaluate acquisition targets in strategic markets.

GLOBAL HEAD OF PRODUCTS & MARKETING – Giesecke & Devrient – Munich, Germany | Feb 07 – Dec 11

- Led, defined, represented and communicated product strategy and vision in line with strategic long-term goals of the New Business Division.
- Defined business plan for new eIdentity solutions and secured G&D board approval and funding for EUR 10 Million investment in solution development.
- Drove customer discovery and segmentation, product discovery and product development process.
- Recruited, developed, mentored and led a team of 7 product owners and 2 marketing professionals.
- Key evangelist serving as internal and external public face of product and vision.
- Developed and executed worldwide marketing and communication strategy.
- Accountable for quality of teams, product, human and business performance including global pricing and competitive positioning.

HEAD OF SYSTEM SEGMENT IDENTIFICATION - Infineon AG – Munich, Germany | Nov 05 – Jan 07

- Defined product, go-to-market, positioning, partnering strategy and business plan for System Segment Identification.
- Built and lead a cross functional team including product managers, business development, technical account manager.

DIRECTOR NEW CONCEPTS & METHOLOGIES - Infineon Technologies AG – Munich, Germany | Jun 04 -Sep 05

- Led and managed a team of 8 in-house consultants and project managers for global business performance, go-to-market analysis and optimization.

HEAD OF BUSINESS DEVELOPMENT AND OEM SALES - Guardeonic AG – Munich, Germany | Feb 02-May 04

- Defined and managed product mix, go-to-market strategy and customer acquisition plan for OEM customer segment.
- Developed and implemented global partner and alliances strategy.

CO-FOUNDER, MANAGING DIRECTOR AND CHIEF PRODUCT OFFICER - Skytale Data Security Solutions GmbH – Hamburg, Germany | Jan 1995 - Jan 02

- Consolidated and managed a new business segment as part of RKK Informationssysteme GmbH for Information Security formed based on various ongoing customer projects implementing strong authentication, information and communication protection.
- Developed a business plan, vision, product strategy and global go-to-market and presented to Investors and secured funding for a spin-off from RKK including 25 developers and project managers to productize project success and sell to information security products to international customers.
- Key evangelist serving as public face of the company, products and vision.
- Software Development.
- In February 2000 Veridicom, Inc – Santa Clara, CA – bought the 500.000 Deutsch Mark Equity of Skytale GmbH for the equivalent of 18 Million Deutsch Mark.
- After Veridicom ran out of funding in April 2001 part of the asset-recovery and company transition team bringing $ 8 Million from sales of Veridicom's assets.

FOUNDER, MANAGING DIRECTOR – OrgaCom Gesellschaft für Systementwicklung mbH – Hamburg, Germany | Nov 1990 - Dec 1994

- Founded the company while studying economics at the University of Hamburg and as Managing Director responsible for Product and Service Strategy.
- Build up team with a focus on bespoke software development, IT training, sale and installation of computer hardware, software and networks.
- Lead Software Developer.

Education

2003 – 2005	MASTER OF BUSINESS ADMINISTRATION at the Rotterdam School of Management GLOBAL EXECUTIVE MBA – OneMBA - program including five top-ranked business schools in Asia, Europe, North and South America (Chinese University in Hong Kong, RSM, UNC, EGADE ITESM, FGV EASP Grade Point Average "**Very Good**" (GPA 8.1/10)
1993 – 1995	COMPUTER SCIENCE undergraduate & graduate courses at the University of Hamburg, Germany
1990 – 1993	Economics (equivalent to a BACHELOR OF BUSINESS ADMINISTRATION with focus on Marketing) at the University of Hamburg, Germany
1977 – 1990	Albert Schweitzer High School in Hamburg, Germany

Trainings & Other Qualification

Trainings:	HR Management for Leaders | Infineon Leadership Academy | Leading and Managing the Global Organization | Project Management
Patents:	System, Method, and Operating Model for Mobile Wireless Network Based Transaction Authentication and Non-Repudiation | Biometrically Enhanced Digital Certificate and System and Method for Making and Using | Secure Network and Networked Devices using Biometrics
2007 – 2010	Member of the OneMBA Alumni Association Board
2002, 2007	Selected to Infineon's High Potential Program and G&D's Top Talent Pool
2002 – 2004	Member of the Technical Advisory Board of M-Commerce K.K. Japan
1990 – 1996	Certified Developer & Trainer for MS® Visual Basic, MS ® Access, Visual Basic for Applications, MS ® SQL Server
1996 - 2002	Trainer and Conference Speaker on Information Security

Inspiration

"Impossible is just a big word thrown around by small men who find it easier to live in the world they've been given than to explore the power they have to change it. Impossible is not a fact. It's an opinion. Impossible is not a declaration. It's a dare. Impossible is potential. Impossible is temporary. IMPOSSIBLE IS NOTHING."[1]

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[1] Muhammad Ali