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.

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Ralf Aigner

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 Partnerhship 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 **Universität Passau**, Germany
Master of Business Administration (BWL)
Majors 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