

CURRICULUM VITAE



Guido Schmitz-Krummacher

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married / two children (son & daughter)

Web Profiles: [Linkedin](#)

Personal Strengths

Innovative & analytical thinking	Flexibility & organisational skills
Corporate purposefulness	Negotiation strength
Communication skills	Endurance
Team & motivation skills	Technical understanding

Blockchain & Crypto Adviser & Board Member

Certified Swiss Board Member
 Blockchain-Expert for Regulatory, Corporate, Legal and Compliance
 Blockchain Speaker – globally (Singapore, Tel Aviv, Davos, Saigon, Sofia)

2015 – today Member of the Board (CH) / Advisor

Tasks: Member of the incorporation board / foundation council & Advisor in several Blockchain Projects:

Present boards:

Lisk Foundation	incorporation – today
Bprotocol Foundation	incorporation – today
Saga Foundation	incorporation – today
Liquidapps	incorporation – today
WEG Bank AG	01.10.2019 - today

Former boards:

Cardano Foundation	incorporation – 2018
Tezos Foundation	incorporation - 2017
Wings Foundation	incorporation – 2018
Economic Space Foundation	incorporation – 2018
Interchain Foundation	incorporation – 2018
Particl Foundation	incorporation – 2018
Patientory Foundation	incorporation – 2018
IXO Foundation	incorporation – 2018
Cardstack Foundation	incorporation - 2018
ShapeShift AG	incorporation – 2018
Golem GmbH	incorporation – 2018
Noku AG	incorporation – 2018
RightMesh	incorporation – 2018

Adviser:

WEG bank (CEO)	2017 – 30.09.2019
Trusti	incorporation – today
Kuverit	incorporation - today
Hub Security	incorporation - today

Function: Member of the Board / Foundation Council with sole signature rights –
 Expert for Regulatory, Finance, Corporate, International – in addition
 Education about Blockchain and Crypto-Currencies - Advisor

2012 – 2018 Managing Director – Sielva Management SA (CH)

www.sielva.com

Tasks: Management of domicile, projects and board-challenges for international clients out of different branches and structures (IT, Tourism, Assets Management, Blockchain, Crypto Currencies, Solar Mobility & Infrastructure, Agriculture)

Function: Managing Director and sole member of the board

2012 – 2015(8) Interim Manager – ADDCON Holding GmbH (D)

www.addcon.com

Tasks: Chairman ADDCON Nordic AS – largest production plant of the group
IT – heading the IT-department on group level
M&A – managing all incoming M&A requests & processes
Legal – managing all international and national legal requests for the group
HR – managing high-risk HR-cases
Compliance – managing all compliance issues
Led two significant international cost cutting projects

Function: Chairman ADDCON Nordic AS
Chief Development Officer of ADDCON group

2009 – 2011 Managing Director – Talentory GmbH (CH)

www.talentory.com

Tasks: Founding and building up the leading B2B recruiting market place in Europe (D-CH-F plus bordering Western and Eastern European countries)

Function: Founder and CEO, closely involved in projects – at first for all areas and projects, later for the areas of Finance, Legal, IR, PR & Marketing

Details:

- Development and implementation of a marketing strategy for winning over well-known key accounts (e.g. Sony, Haniel, Credit Suisse, PWC, Otto,...)
- Setting up of a user-friendly platform, programming first in Berlin and Paris, later in Minsk
- Leading and implementing all projects with absolutely cost-effective budgets
- Investor negotiations, attracting about 2 million CHF of investor capital
- Development and implementation of the Marketing and PR concepts with a focus on using the internet and, above all, social media platforms

2008 – 2009 Managing Partner – Krummacher & Partner AG (CH)

www.krummacher.com

Task: Taking over responsibility for an existing SME focusing on talent management and recruiting, and extension of the area for video-based CVs (CV Spot).

Function: Initially start-up consultant (and member of the board until today) later, during the aforementioned time span, interim manager at partner level alongside the founder Marc Krummacher

Details: - Increasing the cost-efficiency of the existing SME as ist CFO
- Support for the customer base of well-known customers (Holcim, La Poste, Bayer, TCS,...)
- Further development of the new video-based CV tool

1997 – 2007 Senior Consultant – MLP AG (D)

www.mlp.de

Tasks: Customer acquisition and counselling of legal professionals for the leading German financial service provider for academics (banking services, account to portfolio management, insurance services of all kinds) – later acquisition of general managers and executives in the same area

Function: Initially as a financial consultant, later as a managing consultant, senior consultant and associate professor at the corporate university

Details: - Development, setting up and implementation of a cost-effective acquisition concept for acquiring legal professionals and lawyers – at first in Bonn/Germany, later nationwide in project teams
- Lobby work as a member of expert committees and (associated) the chair of the Deutscher Anwaltverein (German Bar Association)
- Development and implementation of an acquisition concept for acquiring graduates fort he first European database „Career-Base“
- Development and implementation of a counselling and support concept for start-ups within the framework of VC, BA and bank
- Development and implementation of counselling concepts for general managers and owners of SMEs
- Training of consultants as assistant professor at the certified corporate university in the subjects Sales & Consulting

1996 - 1996 Case Handler - Appleby a.o. (HK)

www.applebyglobal.com

Taks: Support of about 2.000 offshore companies listed at the Hong Kong stock exchange for the clients of the Bermudas lawyer office in Hong-Kong

Function: Case Handler

Details:

- Carrying out and documenting annual general meetings and shareholders meetings
- Legal statements concerning British/Hong Kong civil law

1990 – 1996 CEO – PDA (D)

Tasks: At first, medical and infrastructural emergency relief for the Mujahidin areas in Afghanistan via the German Afghan Committee and medical and provisions emergency relief for the Angolan UNITA areas via the foundation HIN (Aid in Need).
Later conversion to the Private German Foreign Aid with the general aim of providing medical emergency relief in war areas (Sudan, Croatia, Angola, Afghanistan)

Function: Initially responsible for employee safety and logistics as a project manager – later succession to the CEO position

Details:

- Development and implementation of purchasing and transport of required relief supplies in accordance with business standards and high cost-efficiency
- Assurance of expat safety by means of security analyses and intensive negotiations with the rebel organisations, local warlords and non-democratic governments
- Technical and logistical training of local personnel (radio, construction and automotive engineering)
- Concept and implementation of the organisations conversion with turn-around management and a new focus
- Development of a new fund raising and communication concept
- Organisation of the cooperation with public investors and lobby associations
- parallel job as a freelance journalist for print media, radio & TV with respect to the projects and operational areas in order to support public relations

1986 – 1988 First Lieutenant – German Army (D)

Professional Trainings

2017 **Balance Sheet – Profit & Loss – fresh-up course**

Forum Verlag Herkert (D)

2015 **Certified Swiss Board member**

ZfU - Switzerland

2013 **CEO in Sensitive Situations**

Managing press & authorities in front of a burning chemical company

Chemieverband West - Germany

2005 – 2007 **Executive MBA – International Management**

European School of Business – Reutlingen (D) as well as the locations of ESADE (Barcelona), HEC (Paris), HSG/IMA (St. Gallen), CASS (London) und Bocconi (Milan)

Industry focus: Finance & Banking

1989 – 1997 **Legal studies with degree as Proved German Lawyer**

Rheinische-Friedrich-Wilhelm-University – Bonn (D)
Specialisation: International Law (Public International & Corporate Law)

Degree: First and second Legal State Exams
Compact studies for attaining the first exam in 3,5 years

Statements

«... Er schreckt weder vor extremen zeitlichen oder inhaltlichen Herausforderungen zurück und löst diese mit bemerkenswert guten Ergebnissen...» - Bernd Kochannek – Geschäftsführender Gesellschafter der ADDCON Gruppe
 (.. he cannot be scared by extreme challenges according to timelines or difficulties and solves these issues with remarkable results..)

„Du warst der beste Chef der Welt! – Kim Bütikofer (Sielva Management)
 (You are the best chief of the World.)

„It was great working together at the early-stage of this company. You proved to be a thoughtful manager for your employees and a solid pilot in tough weather. I surely hope, we will be able to work together soon.“ - Louis-Antoine Grasset (Talentory - Frankreich)

„It was really a privilege to work with you. I really want to take this opportunity, to thank you from the center of my heart“ – Arunima Sha (Talentory - today KPMG-Schweiz)

„Jede Arbeit ist ein Selbst-Portrait jener Person, die diese Arbeit getan hat! Und Du hast ein tolles Portrait gezeichnet.“ - Doreen Koch (Talentory)
 (Any work is a self-portrait of that person doing this work! And you have painted a marvellous portrait.)

“.. Dabei habe ich ihn als einen visionären, initiativen und sehr engagierten Partner kennen gelernt. Er hat im Zuge seiner Tätigkeit als Geschäftsführer die Effizienz der Krummacher & Partner AG deutlich erhöht, vor allem im Bereich des Finanz- und Rechnungswesens...” - Patrick Semadeni (VR K&P – Semadeni AG - Schweiz)
 (...during that time, I cam to know him as a visionary, proactive and very committed partner. In the course of his job as CEO, he managed to distinctly increase the efficiency of the Krummacher & Partner AG, above all in the Finance and Accounting areas)

“.. sein Umgang war geprägt von gegenseitigem Respekt und grosser Motivation seiner Mitarbeiter. Dies sorgte für ein sehr gutes Klima und hohe Produktivität innerhalb der Geschäftsstelle. Sein Führungsstil war hoch professionell und gekennzeichnet von hoher fachlicher Kompetenz und starkem Engagement. Er konnte jederzeit mit Lösungsvorschlägen überzeugen und begeisterte durch seine Flexibilität. ...“ – Michael Wester (MLP - today Debeka - Deutschland)
 (...his dealings were characterised by mutual respect and his employees great motivation. This provides a very good atmosphere and high productivity within the office. His management style was highly professional and characterised by high professional competence and strong commitment. H could be convincing with solution suggestions at any time and inspired others with his flexibility.)

„...weil er es auf eine brillante und praxisnahe Weise verstand, uns seine Wertvorstellungen von Ethik, Verantwortungsbewusstsein und Nachhaltigkeit einer Kundenbeziehung zu vermitteln. ... ging im Unternehmen immer wieder neue Wege und versuchte so mit seinem Beitrag das Unternehmen als Ganzes voranzubringen ... seine fokussierte Lösungsorientierung gepaart mit Kreativität und hohen ethischen Grundsätzen in Bezug auf seine Kollegen und Kunden...“ - Eva Boden (MLP – today UBS - Schweiz)
 (...because he knew in a brilliant and hands-on way how to communicate his ethical ideals, sense of responsibility and the sustainability of customer relationships... time and again, he went new ways within the company and, in doing so, tried to bring forward the company as a whole with his contribution .. his focussed solution orientation paired with creativity and high ethical principles with respect to his colleagues and customers..)

Further Information

Languages

German	-	native speaker
English	-	business fluent (C1)
French	-	basic (A1)
Spanish	-	basic (A1)

International Experience

Professional:	Focus on Asia, Arabia, Africa
Private:	worldwide – except Antarctica

Computer skills

User programmes (Office)	-	very good
Internet applications	-	very good
Internet marketing	-	very good

Hobbies

Aviation, football
DIY / technology
Global future challenges
Humor

Personal Guideline

“Nothing is impossible!”