

Stephan Pöll, MSc

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Born April 5th 1992 in Vienna, Austria
Austrian Citizen



Professional Career

04/2024 – heute Deutschland, Österreich, Schweiz	ASPEON Partners – Succession entrepreneur (Founder) On the entrepreneurial quest to identify and acquire a single company to ensure its long-term continuity and to contribute to sustainable development and growth
02/2021 – 03/2024 Vienna, Austria	Ernst & Young – Manager – <i>M&A Lead Advisory</i> Gaining relevant experience in transaction strategy and corporate finance advisory of Austrian companies <ul style="list-style-type: none">▪ Corporate M&A: Management of Buy-side and Sell-side corporate transactions, including the design of transaction structures and process plans, preparation of various process documents, overseeing due diligence and Q&A processes, and facilitating negotiations▪ Start-up Financing Rounds: Strategic planning and execution of fundraising processes for start-ups, development of process documents, advising on business models and distribution strategies, long listing of investors, assistance in creating business plans, and conducting investor discussions
05/2018 – 02/2021 Vienna, Austria 07/2017 – 05/2018 Frankfurt, Germany	Ernst & Young – Senior Consultant – <i>Transaction, Strategy and Execution (TSE)</i> <ul style="list-style-type: none">▪ 3+ years in transaction execution for German, Swiss and Austrian multinationals and SMEs▪ Project management roles at diverse carve-out and post-merger integration transactions across industries, incl. banking, automotive, chemicals, healthcare
11/2015 – 07/2016 Vienna, Austria	MY PEARL jewellery wholesaler – <i>Supporting in Sales & Marketing and Financial Department</i> Supporting the family business prior to my master's degree <ul style="list-style-type: none">▪ Preparation of sales meetings, implemented new sales controlling▪ Introduced a stringent dunning process to improve accounts receivable management
2009, 2013, 2014 Accra, Ghana; Innsbruck, Austria; Vienna, Austria	<ul style="list-style-type: none">▪ Regency Alliance Insurance Ghana – Intern, <i>Marketing & Sales and Account Management</i>▪ Bank für Tirol und Vorarlberg (BTV) – Summer Intern corporate banking▪ Kwizda Pharma GmbH – Summer Intern, Controlling

Educational Background

2016-2017 ESADE Business School	Master's degree (MSc) – Finance Master thesis: Analysis of the startup lifecycle in Germany based on EY's "Start Up Academy"
2012-2015 Vienna University of Economics and Business (WU)	Bachelor's degree (BSc) – Business Administration, ranked top 10% of cohort <ul style="list-style-type: none">▪ Bachelor thesis: The relevance and conveyed image of family businesses in economic and business textbooks. A content-analytic analysis▪ Specializations: Finance, SME-Management
2002 – 2010 Theresianische Akademie, Vienna	AHS-Matura – Humanistic focus Avg. Grade: 1,6

Skills

Languages	IT	Certificates & other
<ul style="list-style-type: none">▪ German - first language▪ English - business fluent (IELTS Score 8)▪ French, Spanish – conversational▪ Russian - basic written and spoken	<ul style="list-style-type: none">▪ Highly proficient in: MS Office (Excel, PowerPoint, Word); data analysis with Alteryx and visualization with PowerBI▪ Database proficiency, e.g., in Bloomberg, Capital IQ, Pitchbook	<ul style="list-style-type: none">▪ ESADE Alumni Member▪ Div. training and skill seminars with EY and during university studies▪ Austrian Delegation lead for Model European Parliament in Cyprus 2009

Social & Personal

Social	Personal
<ul style="list-style-type: none">▪ Voluntary work with the NGO "Train of Hope" during the refugee crisis.▪ Renovation and conceptualization of the Bed & Breakfast "Hansi Hansi" in Bad Gastein in 2015	<ul style="list-style-type: none">▪ Passionate road cyclist for overall fitness, endurance and decompressing, team and individual sports enthusiast for recreational purposes; founded a football club in Vienna at the age of 18 and former captain of golf squad near Vienna▪ Enjoying cooking, exploring advanced culinary techniques, such as baking sourdough bread – preferably while listening to music of the 60s▪ Deep curiosity about new experiences and cultures, having traveled to every continent and with various remote destinations still high on the bucket list