



# Bruno MUELLER

## Dipl. Ing. Bruno Müller

AMI CAPITAL GmbH

Associate partner at listérus & partners CORPORATE ADVISORS

Hackenstrasse 7B • 80331 Munich/ Germany

Tel: +49 (0) 89 49009000 • Mob: +49 (0) 160 5852178 • E-Mail: [bruno.mueller@amicapital.de](mailto:bruno.mueller@amicapital.de)

### **We support Entrepreneurs on their way to success (Improving Companies Financial Performances)**

Business Development, Business Enabling, Market Entry, Technology Consultant,  
Financing, Start-Up Facilitator,  
Interim Management, Key Note Speaker

#### **PROFILE:**

# BUSINESS ENABLER (International Business Development and experienced Negotiator)

# TECHNOLOGY CONSULTANT (Smart Systems, ICT, Semiconductors, Cleantech, Telematic, Robotic)

# TUTOR-TEACHER (Mentor, Coach, Motivational Trainer, Teambuilding, International Project Management)

# PUBLIC SPEAKER (Facilitator, President at Munich Media Speakers, Toastmasters International)

#### **Curriculum Vitae**

#### **JOB HISTORY and DEVELOPMENT**

**2011- today** MANAGING DIRECTOR at AMI-Partners ([www.amipartners.de](http://www.amipartners.de))

**2003 - today** ASSOCIATE PARTNER at listérus & partners ([www.listerus.com](http://www.listerus.com))

GUEST LECTURER (Business Model Generation, Blue Ocean Strategy, Business Strategy)

AUDITOR "IT- Professionals" (German Chamber of Commerce IHK)

CERTIFIED START-UP COACH & AUDITOR

SPEAKER (Entrepreneurship, Leadership, Business & Marketing Presentation, Key Notes)

ENTREPRENEUR "Bruno.MUELLER" ([www.BrunoMUELLER.com](http://www.BrunoMUELLER.com))

2002 Educational Sabbatical

1984 – 2001 Infineon Technologies AG/ Siemens AG [www.infineon.com](http://www.infineon.com)

1998 – '01 GLOBAL ACCOUNT DIRECTOR

Client: Flextronics International Inc. (Electronic Manufacturing Services)

Responsibilities: Budget: 89 mio Euro

Regions: (USA, Europe, Asia)

1996 – '98 KEY ACCOUNT MANAGER

Client: Siemens AG (Enterprise Systems & Networks)

Responsibilities: Budget: 35 mio Euro; Sales, System- Engineering, Product Definition

Regions: (Europe, USA)

1994 – 96 ACCOUNT MANAGER

Client: Siemens AG (Telecommunications & Networks)

Responsibilities: Systems- Engineering, Business Development, Product Definition

Regions: (Germany, USA)

1992 – 93 ACCOUNT MANAGER

Client: Siemens AG (Mobile Communications Division)

Responsibilities: Budget: 30 mio Euro, Demand Fulfillment, Demand Creation

Region: (Germany, Europe)

- 1986 – '91    **MARKETING EXECUTIVE** (Siemens Semiconductor Ltd. In London)  
Clients: Telecommunications-, Networking & Computer Firms  
Responsibilities: Market-Entry, Demand-Creation, Systems- Engineering  
Region: (United Kingdom, Ireland - *Resident in London*)
- 1984 – '86    **PRODUCT MARKETING ENGINEER**  
Clients: Telecommunications- & Computer Industry  
Technology: Integrated Circuits for Digital Communications  
Responsibilities: Market- Entry, Business Development, Systems- Engineering  
Regions: (Germany, Europe)

#### **PROJECTS:**

- 2003 – today    [Bruno.MUELLER](#) “The Business Enabler Company”
- 2006 – today    Vice President PR/ Marketing at Toastmasters International ([www.toastmasters.org](http://www.toastmasters.org))
- 2009 – 2010    Start- Up/ Founder & President of (NPO) Munich Media Speakers ([www.munichmediaspeakers.de/](http://www.munichmediaspeakers.de/))
- 2007 – 2009    Start- Up of (NPO)/ Munich Business Speakers ([www.munich-business-speakers.de/](http://www.munich-business-speakers.de/))
- 2006 – 2007    Market Entry/ “M2M” Mobile Communications Technologies with Teltonika ([www.teltonika.lt](http://www.teltonika.lt))
- 2003 - 2006    Market Entry “Ramp up/ ” Web 2.0 Technology with adward AG/ Netenviron GmbH
- 2000            Global Business Analysis/ “Bill-of-Material” of Flextronics International Inc.
- 1998            Business Analysis/ “Bill-of-Material”. Siemens Private Network Division
- 1996            Market-Analysis/ Telecom Market South- Africa
- 1992            Market-Analysis/ Telecom Market Australia
- 1986 – '1991    Market-Entry, Demand Creation/ Integrated Circuits for Digital Communications in United Kingdom
- 1984            University of Applied Science/ Diploma (Simulation of Digital Control Loops, -Cycles)

#### **EDUCATION:**

- 2010    Founder & President/ Munich Media Speakers
- 2009    Competent Communicator & Leader/ Toastmasters International
- 2007    Technical University Munich (TUM), Prof. Kaserer/ Innovative Business Financing
- 2002    Wildner Akademie Munich/ Web Content Management
- 1994    IHK Munich/ Business Management
- 1984    University of Applied Science; Duesseldorf/  
Diploma: Dipl. Ing. Elektrotechnik (Electrical Engineering, Communications, Energy, Power)

#### **REFERENCES:**

Available on request