

Ing. Andreas Jernej
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Ing. Andreas Jernej
Marital status: married, 3 children
Nationality: Austrian
Date of Birth: 21.10.61



EDUCATION

1977 – 1983 Höhere Bundeslehranstalt f. alpenländische Landwirtschaft (Agricultural College) Ursprung-Elixhausen/Salzburg.

PROFESSIONAL BACKGROUND

Since 2009 **CEO - Managing Director of Berndorf Besteck und Tafelgeräte GmbH** – Development of sales and marketing, establishing of supply chain management for cutlery and tableware from Asia to A and SK. Restructuring of the Berndorf cutlery-group. Repositioning of the Berndorf brand. Development of the brand Collini for the younger target group.
CEO – Managing Director of Berndorf Besteck Handels GmbH

Since 1994 **Managing Director of Management-Impulse, Austria**

- Personnel and organization development
- Marketing, sales training
- Implementation CRM
- Change management
- Holistic, value-focused company development
- Project management, project guidance
- Leadership training
- Temporary management (board functions, sales management, marketing management)

1990 – 1995 **Shareholder, Authorised Representative, Chairman of the Board of Wert-Impulse, Austria**

- Community development, video distribution, presentations

1990 – 1994 **Shareholder, Authorised Representative of Intermedia, Austria**

- Conceptual design and distribution in the field of image-videos for companies, marketing concepts

1990 – 1991 **Project Development of DIEM&Partners, Zurich/Switzerland**

- Sports and cultural sponsoring, “youth winter games”

- 1989 – 1990 **Director of Tourism of the Community of Maria Wörth – southern part of the biggest lake in Carinthia – Wörther See**
- Tourism marketing, major events (GTI-rally), product development
- 1984 – 1989 **Director of a District for the Conservative Party – Development and organization of 10 elections.**

ACCREDITATIONS

- Quality Manager
- Facilitator, Consultant, Coach
- Management Consultant for Personnel and Organization
- Lector at the University of Applied Sciences of the Vienna Economic Chamber (Docent since 2009) for company culture and social skills

INTERNATIONAL RECORD

Organization development projects in:

- Bulgaria
- Slovakia
- Czechia
- Slovenia
- Croatia
- Hungary
- Germany

REFERENCES – CONSULTING PROJECTS

- G. Hinteregger Tirol – Construction company – Organizational development
- ÖBAU – Trading – Leadership-Training
- Hydro-Ingenieure – technical consulting – Organizational development
- ÖAMTC – Automobile and Touring Club – Leadership-Training
- Berndorf Bäderbau – Construction of steel swimming pools- Organizational Development and Sales-Strategy
- Posch-Liezen – Agricultural machinery industry – Leadership-Training and QM-Positioning
- Akkord-Graz – Cleaning Company – QM-Positioning
- HGS Werbeagentur – Advertising company - Reorganization
- Burgenlandtourismus – Reorganization of the Neusiedlersee region
- Umweltdienst Burgenland – Waste disposal - Reorganization
- Bundesministerium für Inneres, BS Traiskirchen – Refugee camp - Reorganization
- Bundesamt für Eich- und Vermessungswesen – Calibration, surveying Engineering and GEO data trading

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- Krankenhaus Steyr – Reorganization of the nurse department
- Bayrisches Landesvermessungsamt – Calibration, surveying Engineering and GEO data trading
- Thomas-Group – Management on time, Leadership-Training and training of 120 participants in „QM-Appropriate Definition of Key Business Processes “
- Schrack Business Com – Telephone systems – Facilitator to develop the Mission Statement
- Mercedes Wiesenthal – Car distribution and car workshop – Marketing Strategy
- Henkel Central Eastern Europe – Detergent, Adhesives and Cosmetics – Henkel CEE Academy
- Lafarge Perlmooser – Cement industry – Leadership-Training and company Strategy
- Schwarzkopf Professional – Hair care for hairdressers – Leadership Training
- Wiesner Hager – Office furniture – Organizational development of sales

PROJECT - EXAMPLES

- Personnel and Organization Development for *Henkel* Slovenia/Croatia/Slovakia/Czech Republic/CEE
- Leadership Training for *Henkel* Slovenia
- Regional Development “*Neusiedlersee Region*“
- Training of 120 participants of *thomas gruppe* in „QM-Appropriate Definition of Key Business Processes “ for approx. 1000 employees on the occasion of the introduction of SAP
- Leadership Training for *thomas gruppe*
- Development of a Mission Statement for *Schrack-Business-Com*
- Design and Implementation of the *Henkel CEE* Academy for 10.000 employees in 31 countries - 27 languages
- Leadership Training for *Schwarzkopf Professional*

FACULTY MEMEBRSHIPS/PARTNERSHIP

- Member of the Faculty at the University of Applied Sciences of the Vienna Economic Chamber - Corporate Communications Degree Programme: Team Building and Leadership – Social Competencies