

# Karl Ochsner



## Personal information

- Date & place of birth August 23<sup>rd</sup> 1974, Vienna
- Nationality Austrian
- Father Retired businessman
- Mother Retired senior business management assistant
- Siblings Two brothers
- Family status Civil partnership, 3 children

## Education

- June 1994 High school diploma (head boy)
- 1994 - 1996 Legal studies in Salzburg
- January 1997 1<sup>st</sup> diploma exam
  
- October 1997 - May 1998 National Service (soldiers' spokesperson)  
Jagdkommando in Wiener Neustadt/NÖ
  
- 1998 - 2000 Marketing studies at the Bavarian Academy of Advertising and Marketing in Munich
- March 2000 Graduated: Master of Marketing (BAW)
- Since 2000 General management course (Institute of Management in St. Gallen, Switzerland)

## Professional background

- September 1994- Nov. 1996 Ochsner Heat Pumps in Haag (sales)
- Nov. 1996 - July 1997 Media Markt (Metro Group) in Salzburg (sales)
- September 1998 - May 1999 Gericom AG in Linz (sales)
- June 1999 Xerox GmbH (Germany)

## Professional positions at Xerox

- Management Trainee
- Sales specialist for production printing systems
- Diversity Champion Xerox Germany
- European Project Manager (large projects >€100m)
- Sales Manager Printing Systems Group (Germany)
- Sales Director Key Accounts Rhein-Main (authorized signatory)
- Sales Director Office Germany - Global & Key

- Accounts (authorized signatory)
- General Manager Production Printing / Direct Sales Force
- General Manager Production Printing Germany (Member of the Executive Board)

**Ochsner Heat Pumps**

- Since January 2008

- Ochsner Heat Pumps
- Family business (founded in 1872)
- Commercial restructuring and complete reorientation of the company to make it the international technology leader it is today
- Export rate 80% (main markets Europe and China)
- Around €135m turnover with approx. 550 employees and 3.000 sales partners

**Current managerial positions**

- Chief Owner and CEO of Ochsner Heat Pumps
- Vice President of Austrian Heat Pump Association
- Deputy Chairman of the Supervisory Board of ÖBAG
- Member of the Supervisory Board of ÖBB-Holding AG (2018-2020)
- President of The Federation of Austrian Industries (IV) Lower Austria

**Industry experience (group manager, entrepreneur, supervisory board)**

- IT
- Industry
- Mechanical engineering
- Plant engineering
- Construction industry
- Energy sector
- Renewable energy
- Logistics & transport
- Financial holding

**Key skills**

- Leadership (operative and strategic)
- Turnaround management
- Expansion management
- International outlook (EU, USA and Asia)
- Communication (presentation & media communication)
- Sustainability management

Haag, December 2023