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*First name:* Andreas *Mobile:* +43 664 9977886  
*Date of Birth:* 17 February 1966 *eMail:* a.griebel@gmx.at  
*Place of Birth:* Winterthur, Switzerland  
*Nationality:* Austrian  
*Marital Status:* Married, 2 children (Aliya, Alexander)

# Curriculum Vitae – Andreas Griebel

## Work Experience

**2015/09 – to date Senior Lecturer / Researcher at Salzburg University of Applied Sciences** (Fachhochschule Salzburg), degree programme Business Management, Puch/Salzburg, Austria.

The Salzburg University of Applied Sciences offers university-level education tailored to the practical needs of current and future demands of local and international operating enterprises within a modern, epistemologically substantiated approach.

- Giving lectures in general business economics (bachelor level), business opportunity recognition, strategic management (master level);
- Giving lectures in scientific / academic approach, with a strong focus on philosophy of science;
- Supervising bachelor and master theses;
- Responsible for the quality assurance of the bachelor thesis process;
- Coach for practice-based projects carried out by students;

**2011/09 – 2013/08 Managing Director at VAMED Healthcare Co. Ltd**, Beijing, P. R. China

Vienna based VAMED AG, a German Fresenius SE company, is a global healthcare facilities provider, offering entire value chain services from consulting, developing, engineering, and turn-key construction to facility and medical management.

- Managing the China office and the representative office in Ulaanbaatar, Mongolia;
- Developing and bidding for engineering, medical equipment and services projects funded by various public financing institutions (PFIs);
- Developing projects for the engineering, construction and management of healthcare facilities, with/without own equity contribution;
- Developing engineering projects for up-grading existing healthcare facilities;
- Project execution, from procurement of medical equipment to commissioning on site;
- Working on business models to position the company according to long-term objectives;

**2006/11 – 2011/08 Chief Representative Officer at Reschreiter GMBH (Beijing) Representative Office**

Salzburg based Reschreiter GMBH, now owned by German Kieback&Peter GMBH & CO KG, is an engineering and manufacturing company of electro-technical switch boards, control gears and control systems supported by computer-aided process control and integrated visualization systems. Reschreiter's medical/education business unit develop, engineer and implement equipment and services projects in China and elsewhere by the use of financing on concessional terms (soft loans) from Austria's Kontrollbank (OeKB).

- Heading the China office in Beijing;
- Developing and structuring soft loan projects that require public bidding/Requests For Proposals (RFP); bidding for projects as general contractor;
- Negotiating medical and education equipment and services purchasing contracts with the tenderee;
- Effecting the procurement of medical and education equipment and services; local execution of projects;
- Initiating electro-technical projects;

**2002/04 – 2006/06 Chief Representative Officer at Palfinger Europe GMBH (Beijing) Representative Office**

Salzburg based and Vienna stock exchange listed Palfinger AG is a global manufacturer of various kinds of hydraulic logistic interface solutions, and world market and technology leader with articulating truck-mounted loader cranes and hook loaders.

- Setting-up and managing the Palfinger China office in Beijing;
- Establishing a China-wide distribution network for truck-mounted loading cranes and supporting the existing dealer in Taiwan;
- Supporting the dealer with the homologation of loader cranes with relevant authorities;
- Conducting sales for/with dealers and Palfinger group companies;
- Sourcing of manufacturing machines and product components for the Palfinger group;
- Defining strategies for the overall China business and laying foundations for local production, backed by business and financial plans;
- Conducting market studies and developing market entry strategies for various Palfinger group products;
- Winning and closing a government deal for more than 800 truck-mounted loading cranes;
- Achieving listings for two truck-mounted loading crane models with the China Aerospace Science and Technology Corporation (CASC) for authorized and approved future purchase;

**2001/03 – 2002/03 General Manager at Beijing Wayland Trade Co. Ltd**

Beijing Wayland Trade Co. Ltd is the authorised sales agent for Austrian Julius Meinl, the inventor of industrially roasted coffee beans in 1862, and for different European manufacturers of coffee machines.

- Revamping organizational structure and management systems, and developing a corporate culture;
- Intensifying sales activities and creating new customers;
- Designing a strategic plan with objectives for further progress of the company;

**2000/06 – 2001/02 Chief Operating Officer at Beijing Sinowest.net e-Commerce Co. Ltd**

Sinowest.net is a China-wide automotive e-commerce service provider for Better Life Automobile Co. Ltd, exclusive Audi import agent for northern China and its sub-dealers, and a comprehensive public market place for automotive services and information. Better Life Automobile is a wholly-owned subsidiary of Zhou Dynasty Group.

- Starting-up Sinowest.net and managing the day-to-day operations;
- Developing Sinowest.net's corporate and strategic alliances, determining partnerships and acquisitions that fit with the company's long term goals;
- Establishing a joint venture in 2000/09 with Frankfurt stock exchange listed and German market leader Werbas AG in Beijing, China, an integrated software solution provider for automobile dealers and service stations;

**2000/03 – 2000/05 Business Development Manager** (Internship as part of the EU-China Managers Training Programme) at **Zhou Dynasty International Group**, Beijing, P. R. China

Zhou Dynasty International Group is an international consulting, investment, trading and production firm.

- Designing Sinowest.net's business model and developing a business and financial plan;
- Spearheading many strategic initiatives to start-up Sinowest.net's operations;

**1994/08 – 1997/07 Project Manager** at **Hillebrand Bau und Service GMBH**, Salzburg, Austria

Hillebrand Bau und Service GMBH is a regional real estate developer, contractor, sawmill, carpentry (framing and timber truss construction), interior design and furniture distribution group.

- Identifying and valuating properties that can be turned financially profitable;
- Performing due diligence studies and evaluations of properties and raw land that are considered for purchase;
- Disposition of real estate, such as drafting of sales exposés;

**1990/03 – 1994/07 Project Engineer** at **Hillebrand Bau und Service GMBH**

- Determining target markets and developing the building programme and design for land;
- Obtaining necessary public approvals for the building design;

**1987/03 – 1990/02 Junior Engineer** at **Hillebrand Bau und Service GMBH**

- Sketching and designing residential and commercial building construction objects;
- Drawing house plans (construction, working and detail drawings) for the approval process by authorities and for the construction of the building;
- Designing, interpreting and specifying the building system;

**1986/09 – 1987/02 Compulsory Military Service** at **Korpskommando II, Militärgeographischer Dienst Mil-Geo** (Military Geography Administrative Department), Wals-Siezenheim, Austria

- Designing, drawing the construction, working and detail drawings, calculating the structure and the construction dimensions, compiling a material list for a heavy machine gun combat stand (design and documentation has been incorporated into the manual of the Austrian Military);
- Drawing road maps for military use;
- Conducting cost estimates and compiling calls for proposals for the civil works overseen by the geography administrative department;

## Education and Training

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**2017/03 – to date** **PhD Student** at the **Johannes Kepler Universität JKU**, Linz, Austria

- *Title of PhD thesis:* “Angewandtes Wissensmanagement: Resilienz als Kern von Mindful Management” (“Applied Knowledge Management: Resilience as Core of Mindful Management”). Supervised by Prof. Rainer Born;

**2015/10 – to date** **Participant** at the in-house **University-Level Didactics Programme** (Hochschuldidaktik: Professionalisierung der Lehre an der FH Salzburg), Puch/Salzburg, Austria

The didactics programme (assigned with 8,5 ECTS-credit points) aims at improving sustainable teaching and to assist and support lecturers with various teaching approaches and methods (workplace learning). The programme is completed with the awarding of a Certificate of Competence.

**1999/03 – 2000/05** **Post-graduate Diploma** awarded by the European Commission (EC), the Chinese Ministry of Foreign Trade and Economic Cooperation (MOFTEC), the China Council for Promotion of International Trade (CCPIT), and the Beijing Foreign Studies University (BFSU) at **EU-China Managers Training Programme (EUCMTP)**, Beijing, P. R. China

The EUCMTP is a China based high-level language and business training programme for selected and assessed European managers, jointly founded by the European Commission and the Chinese Ministry of Foreign Trade and Economic Cooperation

- Chinese language training;
  - Comprehensive seminars on different aspects of the Chinese economy and business;
  - Business case studies;
  - Cross cultural communication and management training with **China Europe International Business School (CEIBS) Executive Education** in Shanghai, P. R. China; ranked number one business school in Asia since 2004, and number nine worldwide according to the Financial Times MBA Ranking 2009;
  - Government and company visits, and networking activities;
  - Business placement in P. R. China;
- Diploma project work report title:* “Business Models in the Electronic Commerce Industry: Analysis and Application”

**1997/09 – 1998/09** **Master of Arts (MA)** in **History and Philosophy of Science**, **University of Leeds**, Leeds, United Kingdom

- Analytic philosophy, incorporating concepts of vernacular/tacit knowledge;
  - Modern syntactic and especially semantic approaches to scientific theories;
  - Meta-theoretical models of the relationship between language, information and reality/phenomena;
  - Pragmatic aspects, interpretation and application of theories;
  - Rules of scientific reasoning/discourse;
  - Model theory;
  - History of cognitive sciences;
  - Paradigm shifts in science;
- Title of master thesis:* “Philosophy of Scientific Analyses of the Applicability of the ‘Semantic Approach’ to Theories in Management Science Sui Generis”, supervised by Prof. Steven R. D. French.

**1987/03 – 1996/02 Magister rer. soc. oec.** (Master of management science and business administration),  
**Johannes Kepler Universität JKU**, Linz, Austria

- Information management;
- Production management;
- Organizational behaviour and theories of organizational structure;
- Knowledge engineering and management;

*Master thesis title:* "Neuere Interdisziplinäre Ansätze und Einflüsse aus dem Bereich der Cognitive Sciences auf die ‚Theorienbildung‘ in der Betriebswirtschaftslehre“ („Modern Interdisciplinary Approaches and Influences from the Area of the Cognitive Sciences Upon the ‚Creation of Theories‘ in Management Sciences“), supervised by Prof. Rainer Born.

**1981/09 – 1986/05 Bauingenieur** (Civil building and architectural engineer), **Höhere Technische Bundeslehranstalt (HTL)** (Industrial and Trade College), Department Building and Architectural Engineering, Salzburg, Austria

## Further Information

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*Languages:* **German** (mother tongue), **English** (proficient user), **Chinese** (independent user)

*Interests:* Family, skiing, golf, sailing, travelling, reading, architecture and design

*Organizations:* European Union Chamber of Commerce in China (EUCCC) – member  
EU-China Managers Association (EUCMA) – alumni and member

## Research Interest

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The research interest lies, from a general point of view, in the role of philosophy of science upon the construction of theories in management science. Starting point is a modern, pragmatic and epistemically substantiated approach to philosophy of science by taking tacit knowledge into special consideration. In particular, the recent research focus comprises resilience (K. Weick) as core of mindful management within the frame of applied knowledge management.