

# KARIN ZUMTOBEL - CHAMMAH

## PROFESSIONAL SUMMARY

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Accomplished Marketing Executive with strong financial training background. Works well in teams, but has clear visions and expresses them directly. Having worked in different positions and languages easily assembles the right team for mastering the task.

## SKILLS

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Strong leadership with solid understanding of brand value creation. Well versed in the lighting industry and its trends. Good understanding of different customer bases and their different priorities as well as developing the right strategies for them. Fluent in German, English and French.

## WORK HISTORY

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- 11/2016 to Current **Head of Art and Culture**  
**Zumtobel Group** – Chalfonts St. Peter  
Responsible for all activities of the Zumtobel Group in the field of Art & Culture.  
Responsible for the Zumtobel Group Annual Report. Responsible for Zumtobel Group Architectural Award.
- 04/2014 to 10/2016 **A & D Network Marketing Manager**  
**Zumtobel Group** – London, The Edison  
Part of the Marketing Executive Team of the Zumtobel Team. Primarily responsible for developing the brand and communication vision of the different brands of the Zumtobel Group.
- 08/2008 to 03/2014 **Field Marketing Manager Thorn Lighting**  
**Thorn Lighting** – defined outdoor product ranges in UK & Ireland  
Manage implementation of strategies of defined Outdoor Product ranges in UK & Ireland.
- 09/2004 to 08/2007 **Showroom Manager**  
**Zumtobel** – New York  
Supervised installation and opening of the New York Showroom for Zumtobel in New York City. Managed all customer interactions and events for the brand Zumtobel in New York. Organised continuous education programme for Lighting Designers and

Architects. Organised architectural exhibition for the showroom and different client events.

09/1998 to 09/2004 **Head of Corporate Development**

**Zumtobel AG** – Dornbirn, Austria

Worked directly with the CEO to develop and oversee all strategic initiatives of the Group. Part of the executive team to initiate the takeover of Thorn Lighting Group. Leading the post merger acquisition team with the help of Boston Consulting Group to integrate the newly acquired Thorn business into the Zumtobel Group.

09/1996 to 08/1998 **VP of Finance**

**Zumtobel AG** – Dornbirn, Austria

Primary responsibility was to evaluate and prepare the Zumtobel AG for on IPO

02/1992 to 07/1996 **Vice President Capital Markets**

**Credit Suisse First Boston** – New York

Part of the Debt Capital Market Team covering European corporations that wanted to issue capital in the United States. Primary client relationship with European issuers and responsible for structuring and executing debt issues for these clients in the USA. Promoted to Vice President after after one and a half years.

03/1987 to 05/1991 **Member of the Financial Research Team**

**Bank in Liechtenstein** – Vaduz

First Job after University. Worked in the financial Research Team. Early focus on commodities and mining companies. Involved in starting a fund for mining stocks. After 2 Years was send to spent one year in New York in BiL subsidiary. Worked with money managers.

## EDUCATION

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1986

**MBA: Economics**

**University of Fribourg**, Switzerland

Switzerland Magna cum Lauda

Bilingual French and German Degree