



# EMANUEL M. WALDMÜLLER LL.M., M.Sc.

Strategic Accounts · Business Development · Partnerships · Cross-border Growth · DACH / EMEA

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## PROFILE

Long-cycle B2B commercial lead based in Zurich. I work best in senior, regulated, and cross-border deals where outcomes depend on stakeholder trust, contract structure, and disciplined follow-through after signature. Commercial accountability paired with legal and institutional fluency: comfortable owning targets, and equally comfortable in procurement, contract, and steering-committee conversations. Active across DACH and EMEA from a Swiss base.

**Working style:** *strongest in workshops, steering forums, negotiations, and field-based relationship building.*

## SELECTED OUTCOMES

- CHF 3-4M annual portfolio P&L across Switzerland and DACH as Zurich commercial lead.
- CHF 2.5M multi-year SIX Group / Nasdaq Calypso agreement restructured and closed across Zurich, Novi Sad, and Madrid.
- CHF 750k UBS Switzerland expansion through Swisscom cybersecurity team conversion into a Synechron engagement.
- Eleven-month New York field assignment at UBS Americas supporting an MD-led USD 350M migration.

## PROFESSIONAL EXPERIENCE

### Synechron Switzerland SA

2023–2025 · Zurich, DACH remit

#### Senior Manager – Key Account Executive DACH; Zurich Office Commercial Lead

- Acted as Zurich commercial lead for named accounts across Switzerland and DACH; owned a CHF 3-4M annual portfolio P&L, hired five consultants, and led 3 direct reports, 10 Swiss consultants, and up to 15 nearshore functional reports.
- Directed 15+ proposals per year, including 2 formal RFPs; built pricing, rate cards, and commercial models across business, procurement, delivery, and partner teams; developed account plans for SIX Group and UBS Switzerland IT.
- Restructured a major engagement into a CHF 2.5M multi-year SIX Group / Nasdaq Calypso agreement and closed it through stakeholder alignment across Zurich, Novi Sad, and Madrid, establishing governance after signature.
- Converted an incumbent Swisscom cybersecurity team at UBS CH into a CHF 750k Synechron engagement through stakeholder alignment, commercial positioning, structured handover, and negotiated transition.
- Opened an EUR 800k client portal opportunity with a private aviation operator in Vienna, engaging directly with the CTO and CEO and aligning delivery teams across Paris, Warsaw, and Sofia.

**Coverage:** *Switzerland and DACH remit with EMEA travel for client workshops, QBRs, steering meetings, trade fairs, and partner integration across Frankfurt, Vienna, Paris, Madrid, Novi Sad, Dubai, and Pune.*

### UBS AG – Chief Digital Information Office (CDIO)

2017–2022 · Zurich & New York

#### Business Manager / Change Lead / Business Analyst – executive alignment, structured execution, delivery readiness

- **Business Manager (2020–2022):** aligned five global teams on reporting, KPIs, and executive cadence; ran weekly working groups and forums; built Jira-based portfolio visibility across a large IT software development cluster.
- **Change Manager – New York (2019):** eleven-month field assignment supporting an MD-led USD 350M migration of UBS Americas' wealth management platform; helped ramp a 200-person delivery team, co-defined the conversion approach, and ran the first technical rehearsal with 50+ participants across 200+ datasets.
- **Business Analyst / PMO (2017–2018):** facilitated stakeholder workshops and rollout readiness for a global case-management tool; produced requirements, KPI logic, and training materials.

## EARLIER EXPERIENCE (selected)

### International field, institutional, and commercial foundation

- **World Trade Organization (Geneva) – SPS Unit:** delivered technical trainings for government officials and ministerial delegates; helped prepare workshops, reports, and committee-facing material in a multilateral environment.
- **Austrian Embassy to Israel (Tel Aviv) – Commercial Section:** supported the Commercial Attaché on market studies, trade-fair activity, company visits, and Austrian ministerial and CEO delegations exploring the Israeli market.

- **DCAF / OSCE (Geneva, Zagreb, Sarajevo, Tbilisi)**: supported field missions, workshops for Serbian MPs, election observation, reporting, and operational coordination across Southeast Europe and the Caucasus.
- **Austrian Parliament (Vienna) and NSW Parliament Liaison Office (Sydney)**: provided legal, policy, media, and stakeholder-facing reporting across parliamentary settings in Vienna and Sydney.

## CORE COMPETENCIES

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Strategic Accounts · Business Development · Cross-border Commercial Execution · CxO Client Engagement · Partner & Market Development · Proposals & RFPs · Commercial Structuring · Contract Negotiations · Executive Workshops · Renewals & Expansions · Delivery Cadence

## EDUCATION

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**LL.M. Commercial Law** – University of Copenhagen (2016)

**M.Sc. Economics & Management** – Copenhagen Business School (2014)

**B.A. Political Science** – University of Vienna (2011)

**Diploma in Business Administration & Accounting** – Vienna Business School (2007)

## CERTIFICATIONS

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**Global Key Account Manager** – University of St. Gallen (2024)

**MEDDPICC** – MEDDIC Academy (2026)

**Qualified Payments Expert** – Febelfin Academy (2026)

**Practitioner in Executive Coaching** – Academy of Executive Coaching (2025)

**Professional Scrum Master I** – Scrum Foundation (2021)

**Design Thinking** – UBS University (2020)

**Short-Term Election Observer EU and OSCE** – ZIF Berlin (2019)

## COMMERCIAL SETTINGS & TOOLS

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**Settings:** cross-border growth mandates, partner and distributor-led models, technical B2B, regulated and mission-critical contexts.

**Tools:** Salesforce, Hubspot, LinkedIn Sales Navigator, ZoomInfo, Jira, Confluence, MS Office and Teams.

## ADDITIONAL INFORMATION

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**Languages:** German (native) · English (fluent)

**Base:** Zurich, with ties to Vienna.

**Travel:** Open to travel across Switzerland, DACH and EMEA from a Swiss base.