



You can expect from me:

- Complete customer and business alignment
- Result- and business-oriented behaviour
- An honest, trustful and non-hierarchical teamwork at all levels.
- The ability to motivate people to undertake a journey and help them progress along the way
- A very strong track record of execution and broad IT as well as business knowledge
- Many years experience at C-Level or Board of Management functions with leading IT companies and Industrieadvisor for several PE-Companies
- A well-established network within the IT industry at decision maker level with vendors, end customers and press representatives
- Years of experience in sales, both end customer and channel sector

PERSONAL DETAILS

Oliver Schallhorn

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PROFESSIONAL CAREER PATH

Summary

TRUExperts Consulting & Beteiligungs GmbH

Managing Director and Shareholder since 2011 until today

Public Cloud Group Holding GmbH

Co-Founder & CEO August 2021 – March 2024

Chief Advisory Officer & Managing Director, April 2024 - Mai 2025

Member of the Advisory Board & Shareholder since August 2021 until today

- Development of a leading Managed Public Cloud Provider in D/A/CH and Europe with today approx. 500 employees and a turnover of more than 100 million euros
- Acquisition of 8 companies and founding of own subsidiaries in Austria and Switzerland and personnel growth of the group of more than 50%
- Complete integration of all legal entities as well as allignment of all systems. Processes and development of corresponding structures
- Private equity backed

Innovations ON by cloudbuddies GmbH

Founder and Main Shareholder July 2019 - July 2021

- Founding and developing a nationwide operating Managed Public Cloud Solution Provider in the field of AWS and Microsoft with currently 20 Cloud experts
- Developing an ISO-certified 24/7 managed service model for public cloud
- Objective: to establish the company under the top 5 AWS partners in Germany within 3 years

CANCOM Germany GmbH

Managing Director Germany and Executive Vice President between 2017 and March 2019) as well as member of the extended Executive Board (EVPs) reporting directly to the Chairman of the Executive Board of CANCOM SE.

- Responsibility for approx. 2.000 employees in 6 regions with a total revenue of approx. 900 Mio. Euro
- Profit and loss responsibility for the entire German business of CANCOM in the segments IT Solution and «X as a Service»
- Operational Leadership of the corporation (regions and divisions/vendor)
- Expansion and establishment of subsidiaries as well as acquisition of additional companies
- Thematic adjustments combined with the necessary structural changes in divisions/ Vendor management and Business Development
- Significant contribution to all relevant structural and strategic initiatives of the corporation
- Deciding and establishing a company-own Security Operation Center (SOC)
- From early 2018, additional temporary management of the West Region with approx. 450 employees

FRITZ&MACZIOL GmbH (today AXIANS)

As of 2002 Managing Director/COO und last CEO until 2016
Managing Director and shareholder until 2002

The FRITZ&MACZIOL Group was sold 100% to the Dutch group Imtech NV in 2006. In 2014 the company was resold to the French group Vinci. In the years 2014 to 2016, the company was restructured. For this purpose, a 3-year plan with a multi-level digital transformation plan at all hierarchy levels was developed and executed.

- Significant contribution to the development of the company from approx. 80 to approx. 1.100 employees
- Total revenue of around 400 million p.a.
- Ranked among the top 6 system integrators in Germany and under the top 3 of IBM and EMC as well as top partner for Microsoft and SAP
- Annual growth in the software and service shares, both organic and through targeted acquisitions in the analytics, communications and SAP environment.
- Establishment and expansion of business in D/A/CH with own, legally independent locations.
- Expansion and development of a nationwide sales organisation and its management structure.
- Strategy and organizational development as well as their deployment and execution
- Member of the international Strategy Board of Imtech NV
- Sale and acquisition of companies and establishment of new areas of business
- Business expansion in terms of area and content
- Vendor management and Business Development
- Expansion of the Consulting and Managed-Services division
- Human resources development and assessment
- Digital transformation within the company

Magirus Datentechnik GmbH u. Co.KG

General Manager and Managing Director D/A/CH 04/98 to 8/2002

- Development and management of approx. 300 employees
Responsible for 350 million Euro revenue
- Appointment to the Executive Board 03/97
- Sales Director North / Hard- and Software 09/96 to 03/98
Disciplinary leadership of 35 employees
Responsible for approx. 100 million Euro revenue
- Sales Teamleader / Digital and IBM 01/96 to 08/96
Professional management of 6 employees
Responsible for approx. 35 million Euro revenue
- Sales Representative for Digital Equipment/IBM 05/94 to 12/95

Alexander Quien GmbH Hannover

Siemens Nixdorf Werksvertretung

- Sales Representative in the Solutions area 01/91 to 05/94
- Sales Assistant 07/90 to 12/90

Graduation:

Viktoria-Luise-Gymnasium Hameln
General matriculation certificate 1986

Apprenticeship:

Data Processing Officer
Nixdorf Computer AG 08/87 to 6/90

Management apprenticeship MSZG St.Gallen CH

5 semester of business studies
(business economist VWA)

Miscellaneous:

From March 2026 until today Chairman Avendis GmbH (MSP)

From 2023 until today Advisory board member
Conuti Group (Service Provider Utilities / PE backed)

From 2022 until End of 2025 Advisory board member
Verso Group (ESG Platform/PE backed)

From 2025 until today Advisory board member
Castella Nova (Beteiligungsplattform)

From 2012 to 2015 advisory board member of
Transporeon Group (PEbacked)
one of the world's leading logistics cloud providers

From 2009 to 2014 Advisory board member
innowake GmbH (today Deloitte)
Modernization of legacy applications

President elect of the Rotary Club Munich/Harlaching

