

# CV – Stephan Pawlowski

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## Executive Profile

Senior executive with decades of leadership experience in IT services, cloud, consulting and technology organizations. Proven track record in transformation, scaling operations, M&A support and building high-performance financial and sales structures.

## Core Competencies

- Corporate Management & Strategy
- Finance & Performance Management
- Transformation & Restructuring
- Mergers & Acquisitions
- Sales Leadership
- KPI-driven Operations
- Organizational Scaling
- Executive Stakeholder Communication

## Professional Experience

- Managing Director & CFO – Public Cloud Group Holding (2022–2026)
- Senior Vice President – CANCOM (2017–2022)
- Managing Director – Fritz & Macziol (2016)
- Commercial Director & Head of Business Analytics – Fritz & Macziol (2012–2015)
- Sales Director Germany – Fritz & Macziol (2007–2011)
- Branch Director – PROFI Engineering Systems (2002–2007)
- Head of Corporate Management – PROFI Engineering Systems (2001–2002)
- Managing Director – MPI-MDK IT Consulting (1998–2000)

## Education

Diploma in Industrial Engineering – University of Karlsruhe

## Languages

German (native), English (fluent)