

# BENEDIKT IBING

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## Expertise

<b>Expanding Client Relationships</b>	<b>Public Speaking</b>
<b>Project Leadership</b>	<b>Performance Measurement Systems</b>
<b>Process &amp; Efficiency Improvement</b>	<b>Strategy Development</b>
<b>Workflow Design &amp; Integration</b>	<b>Event Organization</b>
<b>Tactical Planning</b>	<b>Trilingual – German, English, French</b>

## Leadership Attributes

Relationship Driven – Direct Communicator – Creative Problem Solver  
Team Motivator – Detail Oriented – Thinks Beyond the Status Quo

## Professional Experience

### **BERLIN ATLANTIC CAPITAL - Atlanta, GA** **2007-present**

Germany based investment firm focused on media, infrastructure and insurance assets, financed BBC Discovery Channel series “Planet Earth” and movies “Earth” and “Deep Blue”

#### ***Director of Business Development Telecommunications Infrastructure*** 2008-present

Responsible for developing 500 site cell tower portfolio, integration of acquired sites, new program development

- Growing development program from 2 to 15 states, decreased operating and maintenance costs by 20%
- Building network of over 65 local carrier relationships throughout the Southeast
- Developing long term relationships with 3 national carriers and vendors for infrastructure development deals
- Organizing conference events and sponsorship programs including moderation of telecom expert panels
- Initiating telecom programs for political institutions such as school boards and county governments
- Instituted workflows into procedure focusing on operational efficiency in project funding across the Atlantic

#### ***Director of Business Development & Public Relations*** 2008

Managed all internal and external communications, team leader international institutional fund raising

- Lead team effort creating platform for foreign funding sources including negotiations with 5 European banks
- Traveled extensively between Germany, Sweden and the US building relationships with financial institutions
- Started the Atlanta PR department charged with press releases, speaking engagements, and advertising
- Planned and implemented intranet development from concept to training and maintenance on budget & time
- Designed workflows for all fund approval and decision making reducing sign off processes by 50%
- Negotiated and planned \$100M financing program involving German fund, Midwestern bank and originator
- Coordinated 6 industry conference events for leadership team from show displays to speaking engagements
- Executed corporate grand opening on budget with over 200 guests including Commissioners and Consuls

#### ***Program Director Life Settlements*** 2007-2008

During startup mode responsible for process definition, procedure implementation and efficiency improvement

- Built up the only foreign owned US based origination platform in life insurance trading from team of 3 to 25
- Documented, refined, streamlined, and implemented the entire workflow for the insurance trading operation
- Commuted between Berlin and Atlanta on a monthly basis to integrate German team, fill \$80M fund order
- Created performance bench marking systems for each department tied directly into the bonus structure
- Lead a multicultural team of 6 through the development process of a proprietary operating software
- Leveraged the relationship to a major US banking institution which ultimately funded a \$500M credit facility

### **PENINSULA GROUP - Washington, DC**

**2006-2007**

Entrepreneurial group of companies in the secondary market for life insurance including brokerage and funding

#### ***Head of Fund Operations*** 2007

Lead restructuring effort of the entire group including the integration of a company owned funding source

- Initiated a bottom up improvement approach focusing on efficiency engulfing the entire group of companies
- Brought on domestic and foreign funding relationships totaling \$60M external and \$20M internal orders
- Leveraged bank relationships toward an effort to improve industry transparency and trading efficiency
- Organized and executed 2 team road shows through Germany resulting in 3 additional fund orders

**Investment Director 2006-2007**

- Lead the secondary market division for life insurance policies as primary contact to German funding entities
- Managed a team of 8 in the origination process from submission through pricing into closing with the fund
- Charged with efficiency improvements tied directly into compensation up to the executive level
- Doubled organizational efficiency through major process improvements after deep operational analysis
- Developed a takeout strategy with an investment bank for aggregated portfolios of life insurance assets

**Account Manager 2006**

- Managed relationships with 10 brokerage organizations and 3 German funds originating assets into closing
- Learned the entire process of trading unwanted life insurance as a financial asset
- Filled \$250M standing fund order closing a total of \$80M in policy face value in only 5 months
- Contributed to the development of an internal process software as well as efforts to increase efficiency

**ELSE LIFESTYLE ENTERPRISES - Washington, DC 2005-2006**

Exclusive European fashion retail in the heart of Georgetown’s shopping district

**Entrepreneur**

- Co-founded \$2M high end fashion retail operation with 5 full time staff, handled accounting, purchasing and staffing
- Acquired deep understanding of the garment trade from retiring owner who served as business mentor
- Studied the retail environment for high end fashion in the DC metropolitan area
- Prepared detailed \$4M business plan for second operation with integrated restaurant and retail boutique
- Negotiated rents, construction contracts and investment agreements totaling \$3M under the business plan

**THE MILLS CORPORATION - Atlanta, GA 2001- 2005**

Publicly traded shopping mall developer that pioneered “shoppertainment” and was sold to Simon in 2005

**Logistics Consultant 2002-2005**

- Coordinated all logistics involving the design, construction and merchandising of 50 retail stores per grand opening in Denver, St. Louis, Madrid and Toronto during 4 week trips while studying full time at Villanova
- Executed grand opening schedules including construction coordination, deliveries and merchandising
- Acquired an astute understanding of the American work ethic and business culture

**Tenant Coordinator 2001-2002**

- Charged with coordinating construction for all tenant changes in a 220 store mall as turnkey projects
- Oversaw logistics for the grand opening of 50 retail stores from permitting through construction to opening
- Started a measurement system to track schedule versus actual for all date sensitive mile stones
- Created process maps, scheduling templates and construction standards that ultimately became the corporate wide blueprint for all Mills malls

**GERMAN ARMY, Crisis Reaction Forces, Mountain Division - Mittenwald, Germany 2000-2001**

Education

**GEORGIA STATE UNIVERSITY**, Robinson College of Business **2009\***  
**Master of Business Administration – Finance & Leadership**

**VILLANOVA UNIVERSITY**, School of Business **2005**  
**Bachelor of Science – Management and International Business**

**SCHULE SCHLOSS SALEM**, Boarding School - Überlingen, Germany **2000**  
**Abitur – Captain of local voluntary fire fighting department**

Affiliations

**Swedish American Chamber of Commerce – Member of the board in Georgia since 2008**  
**Royal University of Bhutan – Founding Contributor through family foundation for advancement of education**

\*Graduation in December 2009