

## ANDREAS DUERST, MANAGING PARTNER OF ACT AFFINITY AG

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### PROFESSIONAL EXPERIENCE

#### *Act Affinity AG*

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##### **Managing Partner**

Our mission is to create long term value for our clients. We are a group of C-level executives that are ready to support corporations based on their needs. We are experts in our fields and help companies to successfully drive strategic change. We provide leadership services to strategic investors, BODs, CEOs and their management teams. We solve problems, help to rapidly address opportunities, align force-vectors and give strategic direction.

**2004-Present (5 years)**

#### *Autodesk Inc (Nasdaq: ADSK)*

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##### **WW Strategies & Line Management for: WW Channels, WW Field Marketing, WW Education & Learning and EMEA Channels**

The initial mandate at Autodesk was to develop and put in place the new Channel Strategy for the EMEA business. Due to the great success of this strategy other projects followed: Development of the EMEA Strategy (EMEA1B+), WW Channel Strategy (3:1), WW Strategy for Field Marketing, WW Strategy for the Autodesk Education business. Although I was a consultant, I took line management responsibility within the Autodesk organization to develop and put strategies in place. In 2007 I ran the EMEA and APAC Emerging GEOs for Autodesk to stand in for the job holder who was absent from the business in Q3 of that fiscal year. I led the WW Channel Review Board and the WW Education Leadership Council.

**2005-2009 (4 years)**

#### *Züriwerk*

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##### **President of the foundation (voluntary work)**

Zueriwerk is a big foundation for mentally disabled people. For nine years I was the President of this organization. We strategically re-positioned the foundation and Zuriwerk is now leading the industry in the Canton of Zurich, Switzerland.

**2000-2009 (9 years)**

#### *Tech Data Corp (Nasdaq: TECD)*

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##### **Regional Senior Vice President, Central & Eastern Europe**

I joined Tech Data as the MD of Switzerland where my team and I performed a successful turnaround of the 400m€ operation. After that I was appointed Regional Senior Vice President Central and Eastern Europe for Tech Data. This role, which I successfully performed, included the management of eight companies in my region with a total turnover of around 2.6 billion €. I was an officer of Tech Data and member of the global management team.

**2000-2005 (5 years)**

*Lucent Technologies (NYSE: ALU)***Regional Managing Director Central & Eastern Europe****1995-2000 (5 years)**

I joined Lucent in Switzerland where I built the partner business from scratch. Due to the solid and fast successes in this role, I was promoted to Regional Managing Director for Central & Eastern Europe. I ran operations in Germany, Austria, Switzerland, Russia, Czech Rep, Hungary and Poland, taking care of all EE Countries. When I left my role we were doing 3-digit millions of revenue in my business.

*Digital Equipment Corporation***Sales Branch Manager Financial Services****1990-1995 (5 years)**

I joined DEC to build up from scratch the Insurance Market business in Switzerland. After solid and significant successes in the Insurance business, I was promoted to Sales Branch Manager Financial Services. In this role I was responsible for the Banking, Interbank and Insurance business of DEC in Switzerland.

**PUBLICATION**

“The act!affinity Process”, Author: Andreas Dürst

2009

How to Successfully Manage STRATEGIC CHANGE in Your Organization: Handbook for courageous decision-makers who want to take strategy development and strategy implementation back into their own hands. This book is primarily intended for those who have decided to initiate fundamental changes within their organization and to successfully implement them. It aims to communicate experiences that facilitate strategic action and provide encouragement to view the future as an opportunity upon which to capitalize.

2009

**LANGUAGES**

German- native language  
 Italian- second native language  
 English- fluent  
 French- fluent

**EDUCATION**

University of Zurich, Law (I stopped my studies since I needed to be financially independent)

1981 – 1984

Kantonsschule Zürcher Oberland, Matura Typ E (Economics)

1976 – 1981

Primary and Secondary School

1967 – 1976

**ACTIVITIES & BOARDS**

Member of the board of Rudolf Steiner School, Wetzikon

1997 – 2000

Member of the board of COS Distributions AG, Baden and Linden, Germany

2005 – 2007

Swiss Army, Officer & Captain of a combatant unit

1980 – 2003

Voluntary work for different humanitarian organizations

2000 – Present

President of the tourist association ‘Bergün/Filisur Tourismus’

2009 – Present

**FAMILY**

Married since 1987 to Sylvia Christine Dürst-Buff

One son, two daughters – all now grown up

One grandson

**HOBBIES**

Reading, cooking, motor biking, mountain biking, hiking