

## CV Beat Schillig



Beat Schillig is managing partner and member of the administrative board for IFJ Institut für Jungunternehmen since 1999. As of today, IFJ has contributed to more than 50'000 start-ups. As a leading support resource for start-ups in Switzerland, IFJ offers Business Plan workshops and software, hosts start-up parks during trade fairs, organizes networking events and is responsible for several free online resources on entrepreneurship.

Since 2004, Beat Schilling has been appointed by the Innovation promotion agency CTI to lead in his role as Managing Director the start-up training program venturelab. This initiative offers start-ups and students free training modules to help them develop business models, financing plans and convincing presentations for future investors and customers, this with the help of experienced entrepreneurs acting as trainers. As of today, more than 13'000 students and innovative entrepreneurs have developed their start-up projects by participating in venturelab workshops.

In 2007, Beat Schillig was commissioned by a pool of private investors to launch venture kick, a financing program whose role is to support spin-off projects issuing from Swiss academic institutions by awarding grants of up to 130'000 francs.

As a Business Angel and in part thanks to his role as member of the Administrative Board, he has individually helped found a dozen start-ups such as, jobs.ch, Prospective, Exsila or Supertext AG.

Before founding IFJ, after having completed in 1990 a specialization in Marketing at the University of St. Gallen (HSG), he worked as project leader on Strategy implementation for an important Swiss Textile company and on international Business Development (in South America and Eastern Europe) in the IT/Telecom field. Between 1994 and 1999, he worked as advisor in Marketing and Key Account Management for renowned customers of the firm Dr. Pius Küng & Partner. In parallel with these activities, he taught courses specifically for young entrepreneurs, thanks to which he discovered his passion for entrepreneurship.

In addition, for 12 years now he has been active as lecturer for the University of St. Gallen and for 5 years teaching Marketing and Sales Management at SAWI, Uni Bern etc. Today, he limits his activities to teaching postgraduate courses at the University of St. Gallen as well as venturelab training modules at ETH Zurich, Uni St. Gallen, Uni Basel, Uni Bern and at the Zurich University of applied sciences (ZHW) in Winterthur.

Beat Schillig has authored several specialized publications on the Business Plan, strategy and Key Account Management. Born in 1965 and an enthusiastic sailor, he is married and has two children. He speaks German, English, French, Spanish and Portuguese.