

Dipl.-Ing. Dr. Dieter Johann Kainz

+43 664 925 70 25 | contact@dieter-kainz.com | www.dieter-kainz.com



CURRICULUM VITAE

Personal

Nationality: Austrian

Date of birth: 03.02.1960

Executive Summary

- » Outstanding knowledge of strategy, restructuring and change management processes in listed and privately owned companies as CEO.
- » Wide expertise in global marketing; my favourite area, as I am a strong believer that company success is mostly generated at the customer end.
- » Substantial experience in leading international teams of various scopes; I enjoy working in heterogeneous teams.
- » Sound understanding of the whole value chain from supply to production and marketing, and latterly as CEO over the last decade.

Professional Expertise

- 02/2016 **Lecturer at University of Natural Resources and Life Sciences, Vienna**
- 10/2013 **Consulting and Reorganisation**
- 2010-2013 **Hasslacher Holding GmbH (Timber industry, € 250m sales), CEO**
*Turned a private owned company into an industrial-minded and managed entity
Managed 1 divestment and 2 acquisitions, strengthened the product portfolio, margin improvement 3%*
- 1999-2010 **StoraEnso Timber Austria (part of a global pulp and paper group in Helsinki, 35.000 employees), CEO**
*Ran a cost-efficiency programme for 4 mills in Austria, 2 mills in the Czech Republic, 1 mill in Germany
Prepared the Central European Group for eventual divestment
– Senior Vice President M&S and Board Member of SET AG in Austria
Restructured the global sales network of StoraEnso and Schweighofer, significant cost saving in sales (30%)
Established sales offices overseas (Tokyo, Hong Kong, Melbourne), € 900m sales of value added products
– Vice President of the Central European Production Group and Board Member of SET AG
Improved the margin by various investments in further processing and optimisation of the product portfolio
Enlarged the Japanese business by investing in two technical plants, running a joint venture with a Japanese group
– Sales Director StoraEnso Timber Central Europe
Managed and further developed the overseas business, sales of 2.5 million cubic metres,
Re-designed the overseas activities for the whole new merged group StoraEnso Timber
– Sales Director Holzindustrie Schweighofer (1999 merged with StoraEnso)
Strengthened overseas sales, specifically for Japan and the U.S.
Managed production, organized and optimized the product portfolio of 6 mills*
- 1994-1997 **Frantschach Group (today MONDI Pulp & Paper), MD of the saw mill**
*Turnaround of a saw mill in southern Austria
Drove and managed the divestment of the entity (new owner Schweighofer Holzindustrie)*
- 1989-1994 **Raiffeisen Organization in Vienna (Cooperative), Head of Timber Department**
*Optimized the raw material sales of the members of the cooperative
Fine-tuned the network with the timber industry, pulp and paper industry and particle board industry*
- 1980-1983 **Walter Kainz (Harvesting Company), Head of Technical Department in my father's firm**
Developed logging techniques and cost calculation programs; organized the harvesting sites

Education

- 2002-2004 Executive Programme, Helsinki School of Economics at StoraEnso, Vienna, Düsseldorf, Helsinki, Shanghai
- 1990-1993 University of Natural Resources and Life Sciences Vienna, Dissertation: Trading Function and Logistics
- 1983-1989 University of Natural Resources and Life Sciences Vienna, Diploma: Harvesting Companies
- 1974-1979 Higher Technical School for Timber Engineers, HTK Kuchl, Salzburg, Austria

Appointments

- 2004-2013 President of proHolz Austria, the main advertising platform for the industry
- 2000-2013 Executive Member of the Austrian Timber Industry Association

My mother tongue is German and I am fluent in English. When I am not at work, one of my favourite pastimes is watching vintage car rallies. I also like historical cars because they tell you so much about technical evolution.