

DIRK ZIMANKY



## AMBITION

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I work to make people and companies successful, who positively impact the wellbeing of our environment and socioeconomic life - making the world a better place.

## COMPETENCIES

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- Strong expertise of business, technology, and market development, especially in the global market of electronics
- Motivating people towards challenging targets and formation of self-sustaining performance-units
- Formation of long-lasting strategic partnerships and enduring personal relations.
- Wide international business network
- Ability to assess and optimize organizational structures on local and international level
- Multi-cultural and contract negotiation skills.
- Familiar with the leadership and business dynamics in Asia, Europe, and US
- Mergers and Acquisition projects, on buyer and on seller side

## EXPERIENCE

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### **2013-20 ENICS AG, SENIOR VICE PRESIDENT, MARKET EXECUTION, ENICS GROUP**

Enics is a company which is providing manufacturing, engineering and after sales services for electronic boards and complete electronic systems to industrial OEMs globally. Heading the inbound business of more than 500 MEuro annual revenue originating from global OEM accounts. Accountable for Profit and Loss, budgets, and planning for the different services of manufacturing, engineering, and after-sales. Reported to the CEO.

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# DIRK ZIMANKY

## **2010-13 ENICS AG, PRESIDENT & CEO, ENICS GROUP**

Taking this position in the aftermath of the financial crisis in 2009, leading the company back to a path of organic growth. We streamlined our European units towards more value-added services, succeeded our expansion of the second site in China and grew the company organically with an average annual growth rate of 8 percent. I lead the group's strategic and operational performance, managing eight business units, three offices employing altogether 3500 people. We were operating in Estonia, Switzerland, Finland, Slovakia, Sweden, China, and Hong Kong.

## **2004-10 ENICS AG SWITZERLAND**

Enics was founded in 2004 as a leveraged MBO of selected parts of Elcoteq. From 2006-10 I held the position as Senior Vice President, CRM as well as from 2004-06 as Vice President Business Development. During this period, we did multiple acquisitions and operational expansions, successfully growing the company from 116 million EUR to more than 300 MEUR. Reporting to CEO.

## **1999-04 ELCOTEQ NETWORK OY, FINLAND**

Joined the company at the height of the mobile phone market growth, Elcoteq provided electronic manufacturing services for mobile phones and communication network base stations. We had very fast revenue growth, in some years more than doubling the sales and were operating a manufacturing network in 16 business units located in Japan, China, Estonia, USA, Mexico, Russia and Finland. During my time at Elcoteq, I held several positions from 2002-04 as Director, Business Development Business Area Communication Network Equipment and Industrial Electronic. From 2000-02 Director, Sales Industrial Electronic and from 1999-00 as Account Manager, Geographical Area Europe.

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# DIRK ZIMANKY

## **1986-99 STEPHAN ELEKTRONIK, GERMANY**

Starting in a smaller, family-owned company provided me the great opportunity to work in all fields of expertise from design, sourcing, operations to legal and finance. We grew the company to operate in three sites with more than 1500 people. From 1991-99 I had the responsibility as Head of Administration (Finance, HR, Legal, IT, Sales). From 1986-91 I held several positions as department head within operations and supply chain in Germany, Poland, and Switzerland. Reporting to the owner.

## ADDITIONAL SKILLS

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- Evaluation and establishment of new offerings and services for products, revenue streams, markets, and customers. Active business development
- Restructuring and Turn-Around-Management
- Familiar working in privately owned, publicly listed and venture capital owned companies
- Experience of working with small local units up to global entities with several thousand employees

## VALUES

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The set of values which I adhere to consists of ethical conduct, trust, honest respect, collaboration, tangible innovation, and the appreciation of life.

## LANGUAGES

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German (mother tongue), English (fluent), French (basic)

## EDUCATION

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1985-91 UNIVERSITY OF KONSTANZ, GERMANY  
Master's in administration science  
1976-84 COLLEGIUM MEHERAU-BERNARDI, AUSTRIA

## PERSONAL DETAILS

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Born 19.12.1965, Married since 1990, Two adult sons  
German National, C-Permit for Switzerland

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