

Curriculum Vitae

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USA (work):

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PROFESSIONAL EXPERIENCE

I. OVERVIEW

1. Academic Appointments

Current Appointments:

- HARVARD UNIVERSITY, KENNEDY SCHOOL (US), Director, Social Innovation Practice, Social Innovation and Change Initiative
- UNIVERSITY OF LEUVEN (Belgium), Leo Tindemans Chair of Business Model Innovation, Faculty, Dep. of Economics and Business
- UNIVERSITY OF OXFORD (UK), Academic Visitor, Said Business School
- STANFORD UNIVERSITY (US) Distinguished Fellow, Director Global Innovation for Impact Lab, Center on Philanthropy and Civil Society (PACS);
- HERTIE SCHOOL OF GOVERNANCE (Germany) Associate Faculty

Past appointments:

- IESE BUSINESS SCHOOL (Barcelona) Director IESE Platform for Strategy and Sustainability, Adjunct Professor/Senior Lecturer (Strategy and Sustainability, Innovative Business Models, Social Entrepreneurship)
- HULT (US); STANFORD UNIVERSITY, SCANCOR (US); INALDE (Colombia); TEXAS A&M University (US); NILE UNIVERSITY (Egypt); UNIVERSITY OF BOLZANO (Italy); MANAGEMENT CENTER INNSBRUCK (Austria) - Visiting Professor
- UNIVERSITY OF VIENNA, MEDICAL FACULTY (Austria) Associate Professor (Molecular Biology, Cancer Research)
- BAYLOR COLLEGE OF MEDICINE (US) Research Associate (Molecular Biology)

2. International Business Management

- BRITISH TELECOM GLOBAL SERVICES (London, Munich) Senior Contract Director; Head of CSR Europe
- TRANSLICK, INC. (New York) VP Portfolio Strategy and Product Development, VP Business Development Europe

3. Consulting and Professional Services

- FOUNDATION STRATEGY GROUP (Geneva) Director
- MALIK MANAGEMENT CENTRE ST. GALLEN (St. Gallen) Project Director (Executive Education, Consulting)
- SIEMENS BUSINESS SERVICES MANAGEMENT CONSULTING (Munich) Senior Consultant
- UNITED NATIONS SPECIAL COMMISSION (New York, Iraq) Senior Advisor to the Executive Chairman

II. DETAILED DESCRIPTION

HARVARD UNIVERSITY, KENNEDY SCHOOL (US) (since 2016)

Director, Social Innovation Practice

Member of faculty leadership team establishing the Social Innovation and Change Initiative at HKS.

UNIVERSITY OF LEUVEN (KU LEUVEN) (since 2013)

Leo Tindemans Chair of Business Model Innovation

Lead faculty for the research stream on business model innovation, social innovation and social enterprise.

UNIVERSITY OF OXFORD (UK) (since 2013)

Academic Visitor, Said Business School

Research, educational, and community engagement activities hosted by the Skoll Center on Social Entrepreneurship.

STANFORD UNIVERSITY (US) (since 2010)

Director Global Innovation Lab at Stanford PACS (since 2017)

Co-leader of Stanford PACS' research and educational activities on social innovation and systems change.

Visiting Scholar, Stanford Center on Philanthropy and Civil Society (PACS)

Lead researcher on organizational innovation and social innovation.

IESE BUSINESS SCHOOL, Barcelona (2003 - 2011)**Director, IESE Platform for Strategy and Sustainability** (since 2007)

Led design and implementation of a new *Centre of Excellence* to inform strategic managerial decisions and to drive innovation on issues related to the global sustainability agenda. Topics included climate change, global poverty, water stress, science & technology, and new business models for social and economic development.

Adjunct Professor/Senior Lecturer (since 2003)

- **Recent Awards:**
 - *Best Paper for Practitioner Implications Award 2007* of the Strategic Management Society.
 - *International Finance Corporation(IFC)/Financial Times (FT) 2008 Gold Price* out of 750 submission of the "private sector development" essay competition.
 - *IESE Award for Best New MBA Course 2007*.
- **Research:** Established new stream of research on Social Entrepreneurship and Innovative Business Models. Focus on entrepreneurial contributions to sustainable development and social innovation. Ongoing EU funded effort to establish the largest database of European social entrepreneurs and capture relevant learnings for social innovation and progress. A joint long-term project with prominent social entrepreneurs addresses the need to understand scaling and replication mechanisms. Several years of in-depth field research in developing countries revealed new frameworks for market creation strategies involving multinational companies.
- **Teaching:** Developed several new courses at MBA and executive MBA levels: "Social Entrepreneurship and Innovative Business Models"; "Strategy and Sustainability"; "International Strategy". Visiting Professor for CSR at Hult, Executive Professor for "International Business" at Texas A&M University, Visiting Professor for "Global Strategic Management" at Nile University, University of Bolzano, Management Centre Innsbruck. Collaboration with the Malik Management Center St. Gallen on Executive Education. Developed a number of case studies and designed several in-company programs on strategy, innovation, and sustainability.
- **Faculty development:** Project Director for faculty development program for mainstreaming CSR issues into MBA programs together with Prof. Ricart and the European Academy of Business in Society. Developed the "Partners for Change" program and co-developed the IESE initiative "MBA Value Survey" with Prof. Ferraro.
Developed strategy to establish "Sustainability and Innovation" as core themes for Reykjavik University. Engagement of all schools (Law, Health, Business, Computer Science, and Engineering) to drive cross-disciplinary research and education in close collaboration with all deans and the university president. Set-up various relationship structures between internal and external stakeholders to build momentum and provide strategic direction.
- **Consulting:** Regular engagements with clients that include companies from a variety of industries such as Fortisbank, Masterfoods, Nestlé, Nokia, Oracle, Pirelli, Zurich Financials, Bertelsmann and several smaller companies, not-for-profit organizations and public sector organizations.

FOUNDATION STRATEGY GROUP, Geneva (part-time Jan-May, full-time Jun-Dec 2006)**Director**

Supported the start of the European subsidiary of this consultancy that was co-founded by Prof. Michael Porter (Harvard University). Business planning and strategic social impact consulting with European companies; senior author of the Nestlé Water Report 2007.

BRITISH TELECOM GLOBAL SERVICES, London, Munich (2001- 2003)**Head of Corporate Social Responsibility, Europe (2003)**

Managed strategy formulation and implementation to translate the topic of "sustainability" into opportunities for brand-building, improving stakeholder relationships and for IT services portfolio-development across BTs European businesses.

- Orchestrated activities and input of European country managers that resulted in winning the Dow Jones Sustainability Index award for BT as leading Sustainability Company in 2003 and 2004.
- Built and nurtured relationships with strategic business partners, international organizations, NGOs and governmental departments as essential sales support for key projects that won revenues over 100m Euros in 2003.

Senior Contract Director (2001-2002)

Managed the post-acquisition integration to build a competitive European ICT solutions business by merging assets of BT and Viag Intercom (acquired company). Responsible for P&L, service delivery, and business development of 7 key customer accounts. Budget of 30m Euros. Responsible for 8 direct and 20 indirect reports. Liaison with UK headquarter management and global customer account teams.

- Integrated and trained acquired personnel to build a solid team that reached all stretch goals for 2001 and 2002.
- Directed global business development that generated the largest sale ever for BT in Germany (>50m Euros projected revenues).
- Achieved cost savings of >500.000 Euros due to supplier contract renegotiations and personnel reorganizations.
- Set up organizational, communication, and reporting structures that enabled the BT Europe reorganization and a clean hand-over of customer accounts, financials and project teams to BT European Solutions management in 2003.

SIEMENS BUSINESS SERVICES, Management Consulting, Munich (Feb – Jul 2001)**Senior Consultant**

Led discovery team formulating e-ICN global rollout process.

TRANSCLICK, INC., New York (1999 - 2001)**Vice President Portfolio Strategy and Product Development (2000-2001)**

I joined that start-up company at a very early stage. Developed business plan and negotiated funding pipeline. Led development of service strategy workflow and technical implementation. Managed global team of technology developers in US, Europe and China. Identified global joint venture partners, cultivated relationships and negotiated deal-structures for commercial and technical cooperation.

- Pioneered computer-aided language translation service and "Application Service Provider" commercial model in a nine-months crash effort involving a global expert team that resulted in a workable prototype (Alpha testing stage).
- Re-negotiated unbundling of 3m USD contract with Chinese venture capital partner that allowed 1m USD to be used in technical design work with US and European technology partners.

Vice President Business Development, Europe (1999)

Prospected senior-level relationships with potential sales channel partners.

- Essential input in business plan financials and strategy formulation helped to raise seed money of 200.000 USD and first round funding of 3M USD by Chinese Capital provider "Timeless, Inc."

UNITED NATIONS, SPECIAL COMMISSION ON IRAQ (UNSCOM), New York (1994 - 1999)**Senior Advisor on Biological Weapons to the Executive Chairman (1997-1999)**

Promoted to Lt.Col., Commander of the Austrian unit in Iraq. Implemented verification and disarmament procedures for Iraq's biological weapons program. Core member of senior team for on-site inspections, high-level interviews and negotiations with Iraq's delegation. Ensured safety and operational security for teams of up to 30 international experts. Maintained sensitive relationships with domestic and international governmental commissions and organizations. Interfaced with international TV/print media.

- Member of the first international team that proved existence of secret biological weapons program (personal congratulations by Minister of Foreign Affairs, Dr. W. Schüssel; received UN Gold Medal "In the Service of Peace").
- Led several field missions that discovered evidence for Iraqi concealment efforts - supported the strengthening of Security Council negotiation position during crises with Iraq in 1995 and 1997.
- Authored official policy paper on UNSCOM's disarmament efforts of biological weapons in top science journal (Nature, March 18, 1999).

Senior Advisor, part time (1994-1997)

- Successfully led teams assessing Iraq's biotechnology and pharmaceutical capabilities. Produced the final baseline report recommending procedures for industry capability evaluation and future compliance monitoring.

UNIVERSITY OF VIENNA, Vienna (1993 - 1999)**Associate Professor, Laboratory for Cellular Systems and Molecular Biology**

BAYLOR COLLEGE of MEDICINE, Houston (1990 - 1992)**Research Associate, Department for Internal Medicine**

EDUCATION

UNIVERSITY OF CHICAGO, GRADUATE SCHOOL OF BUSINESS, Chicago/Singapore/Barcelona (2004)

Master of Business Administration, General Management.

BAYLOR COLLEGE OF MEDICINE, Houston, Texas/University of Vienna, Austria. (1993)

Ph.D., Biochemistry (Molecular Biology)

UNIVERSITY OF VIENNA, Austria. (1990)

Master of Science, Ecotrophology

PUBLICATIONS

Published original research in peer-reviewed journals, scholarly books and international news media. List of publications available as a separate document and in digital form: www.christianseelos.com/research.html.