

*konsultori*

# KONSULTORI WORKSHOPS

2025



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**[www.konsultori.com](http://www.konsultori.com)**



**[sales@konsultori.com](mailto:sales@konsultori.com)**



**Postgasse 8b, 1010  
Vienna, Austria**

## TRAINING OPTIONS



### LIVE GROUP WORKSHOPS

for accelerators and  
universities

expert trainers  
dynamic teaching  
excellent feedback

140+ accelerator  
programs supported  
7118+ entrepreneurs  
trained

**TRAININGS**



### BLENDED LEARNING COURSES

to complete your  
accelerator program

self-study with  
expert feedback  
peer community

9.2/10  
recommendation rate  
2,400+ startups  
trained

**ACADEMY**

# KONSULTORI'S BLENDED LEARNING APPROACH FOR ENTREPRENEURSHIP TRAINING

Our innovative blended learning approach seamlessly integrates online knowledge transfer with personalized feedback, creating a comprehensive entrepreneurship training experience.

## Online Knowledge Transfer

- Digitalized Workshops: Access our expertly crafted curriculum anytime, anywhere.
- Bite-sized Learning Modules: Tailored to address specific entrepreneurial questions and challenges.
- Practical Resources: Gain insights from real-world examples and downloadable templates.
- Interactive Elements: Engage with quizzes and assignments to reinforce learning.

## Personalized Feedback and Execution

- Peer Review Sessions: Collaborate and learn from fellow entrepreneurs[5].
- Office Hours: Direct access to instructors for guidance and clarification[5].
- Coaching Sessions: Work through assignments with expert support to translate learning into action.

Our approach goes beyond mere knowledge acquisition, focusing on understanding and execution through iterative feedback loops. This ensures that participants not only learn but also apply their knowledge effectively in real-world entrepreneurial scenarios.

By combining the flexibility of online learning with the depth of personalized instruction, we create a dynamic environment that fosters entrepreneurial growth and success.



**RECOGNIZED AND TRUSTED BY**

**Austria's  
TOP MANAGEMENT  
CONSULTANTS 2024  
& 2025**

by IMWF Austria's ranking  
in Kurier



**Ecosystem Hero of the  
Year 2023 at the Global  
Startup Awards**



**Ecosystem Hero of the  
Year 2022 at the Central  
European Startup  
Awards**



**DeepTech Scaling  
Readiness Run is listed on  
the EIT DeepTech Talents  
Initiative**

*konsultori*

# **FINANCE WORKSHOPS**

**2025**

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# RAISING MONEY FROM INVESTORS

LIVE GROUP

BLENDED LEARNING

**Get prepared to professionally approach investors to accelerate fund raising**

## Content outline

- How and when to start fundraising
- Overview of the investor landscape: Which investors to approach and how to rank them
- Fundraising process from your and the investor's view
- How investors think and decide
- Which documents to prepare and when to share
- How to calculate and challenge your company valuation
- Due diligence elements
- often combined with a coaching contingent per startup for individual feedback.

## You should attend if

- You are looking for investor financing to scale your company or startup
- Your startup has already achieved initial sales with your product or service
- You want to be optimally prepared for the investment process and meetings

## Trainer:

Petra Wolkenstein

SCAN ME





**“Always a pleasure to have you coaching  
our teams, Petra! Your knowledge and  
expertise are invaluable!”**

**Andra Bagdonaitė  
Startup Wise Guys**

*konsultori*

**#STARTUPS**



# NEGOTIATION SKILLS FOR BEGINNERS

LIVE GROUP

## Conduct first business negotiations with suppliers and customers

### Content outline

- Your own negotiation tactics with direct feedback
- Negotiation tactics with suppliers and customers and differences between customer and supplier negotiations
- How to prepare for a negotiation
- What is tactically important to achieve good results
- Specifics of an electronically conducted negotiation via email or chat
- To conduct successfully live contract negotiations, both face-to-face as well as electronically
- To de-brief with style to improve tactics in future negotiations

### You should attend if

- You are conducting negotiations with suppliers and customers
- You want to learn how to prepare effectively for these negotiations
- Your objective is to understand the dynamics in negotiations and to know critical points
- You want to test your skills in accompanied dry runs

### Trainer:

Petra Wolkenstein







"Thanks for having us! Petra, kudos again, I loved the structure, your input and the speed of it."

**Tanja Sternbauer**  
**female factor**

*konsultori*

**#ENTREPRENEURSHIP**



# NEGOTIATION SKILLS FOR EXPERTS

**Take your negotiation tactics to the next level: Collaborations, sales and investors**

## Content Outline

- Your own negotiation tactics with direct feedback
- Negotiation tactics with suppliers and customers and investors
- How to get more out of negotiations
- How to deal with challenging settings and set your focus
- Strategic steps and systematic preparations before starting negotiations
- Special features of sales, partner and investor negotiations
- Live negotiation followed by analysis and debriefing
- How to best respond in difficult moments and dirty tricks

## You should attend if

- You have already some negotiation knowledge and expertise
- You want to get to the next level of negotiations
- Your objective is to handle difficult negotiations and learn about dirty tricks
- You want to learn how to conduct negotiations with best-prepared experts

## Trainer:

Petra Wolkenstein

SCAN ME





Petra used her wealth of B2B negotiating experience to help our lab companies find ways to grow and share the pie with Arsenal. Based on the relationships they'd developed with the business owners, and the quality of their offers, half the companies reached agreements to enter commercial pilots. That speaks volumes for Petra's value.

**Calum Cameron**  
**Arsenal Innovation Lab**  
**powered by Yolo**



**#INVESTORS**



# TERM SHEET NEGOTIATIONS

**Live negotiation practice for a negotiation between an investor and a startup on its term sheet.**

## Content Outline

- Next-level negotiation tactics intro
- Negotiation Role play between an investor and a startup
- Joint debrief on tactics
- Pitfalls and difficult moments
- Q&A on negotiations

## You should attend if

- you are scaling your startup and preparing yourself for the funding process with investors
- you will negotiate with several investors in parallel your 2nd or 3rd fundraising round
- terms are getting more complex and term sheets longer
- you need to take the next step in understanding the dynamics and pitfalls of a multi-issue negotiation

## Trainer:

Petra Wolkenstein

SCAN ME





Thanks for your great support!!

**Gabriele Tatzberger**  
**Vienna Business Agency**



**#ACCELERATION**



# STARTUP VALUATION

## How to calculate your startup value: evaluation methods and practical calculation examples

### Content Outline

- Different valuation methods for startups
- Risk Factor Summation (RFS) and Venture Capital Valuation Method (VCM)
- Score Card Valuation Method (SCM), Discounted Cash Flow Method (DCF) and company valuation based on Multiples
- How to use valuation methods to prepare for investor meetings
- Where to get benchmark data from
- How to prepare your argumentation and how to defend the value of your startup
- often combined with a coaching contingent per startup for individual feedback.

### You should attend if

- You want to raise funds from investors
- You want to be prepared for investors meetings
- Your startup has already generated first revenues

### Trainer:

Petra Wolkenstein

SCAN ME





"Nice session, Petra!! Thanks for sharing  
your wisdom and experience."

**Sarah Iranpour**  
**Founder at PerSoN Clinic LLC.**



**#VALUATION**



# LEGAL TERMS & FRAMEWORKS

**Get familiar with key legal terms and framework. Learn legal strategies to efficiently negotiate and successfully complete your M&A process.**

## Content Outline

- Key legal terms when talking to investors
- About legal documents during the investor process and best practice strategies
- Main rules in Term Sheets and other transaction agreements
- What typically goes wrong and how to avoid that
- Managing an efficient M&A process
- Insight into the M&A complexity

## You should attend if

- You are aware that understanding of Legal Terms and Framework can be a game-changer in M&A projects
- You want to understand Legal Terms and make sure you are aligned with investors
- You want to negotiate Legal Documents and Agreements to your advantage
- You want to avoid future misunderstandings and be at least at investors level regarding legal terms and documents
- You want to not only understand, but also efficiently plan your M&A process

## Trainers:

Dimitar Anadoliyski

Wolfgang Sieh







“Thanks, Petra Wolkenstein for being part of  
an amazing coaching team.”

**Cristobal Alonso**  
**Startup Wise Guys**



**#COACHING**



# STARTUP FINANCING

**Finance the growth of your startup according to financial needs. Financing plan, options and path**

## **Content Outline**

- About typical funding options for startups
- How to define your financing needs
- How to create realistic financial plans
- Your individual financing option(s)
- How to develop an appropriate financing path
- often combined with a coaching contingent per startup for individual feedback.

## **You should attend if**

- Your startup is short of cash
- You agree that growth needs financing
- Your plan is to specify financing needs and requirements
- You are looking for financing options to grow your business

## **Trainers:**

Franziska Kolk

Petra Wolkenstein

SCAN ME





"Thank you for all the great insights on the topic, looking forward to the next ones!"

**Dijana Janevska**  
**ESA BIC Austria at**  
**Science Park Graz**

*konsultori*

**#INCUBATORS**



# FINANCIAL PLAN WRITING FOR STARTUPS

LIVE GROUP

BLENDED LEARNING

**We give an overview of the specifics of elaborating a financial plan.**

## Content Outline

- Why we need a financial plan
- Translation of a business model into a financial plan
- Driver Structure
- Structure of a sound financial plan
- Cheat sheets for elements of financial planning
- Tips on planning
- Understanding the profit and loss statement and the cash flow statement
- Special topic: Cash conversion cycle effects and working capital
- Downloadable templates pack included for producing, service and software companies
- The workshop comes in combination with 1:1 Coaching per startup for providing feedback on their financial plans

## You should attend if

- you need to prepare a financial plan for fundraising from grants or investors
- you need to understand your business model in numbers and whether your assumptions will lead to a profitable business
- you need an instrument to make business decisions
- you need to understand your fundraising needs for the next 2 years

## Trainer:

Petra Wolkenstein

SCAN ME





“I was able to enjoy another great workshop at i2c last week. Petra Wolkenstein shared her knowledge on B2B negotiations with us. My personal highlight was a role-play we did. We formed teams of two-each person representing one of two parties- with the task to negotiate a deal. ”

**Benjamin Mörzinger**  
**Campfire Solutions**



**#WORKSHOP**



# **SUSTAINABILITY & COMPANY STRATEGY**

**LIVE GROUP**

**BLENDED LEARNING**

**We're excited to introduce our new program: Sustainability & Company Strategy – designed to help businesses effectively integrate sustainable practices into their long-term growth strategies.**

**Stay tuned for more updates!**

**Trainers:**

Petra Wolkenstein

Michael Kubiena

*konsultori*

# **ORGANIZATION DESIGN WORKSHOPS**

**2025**

[WWW.KONSULTORI.COM](http://WWW.KONSULTORI.COM)



# ORGANIZATION DESIGN

## A holistic understanding of organizations & its key concepts

### Content Outline

- Introduction to images, models & types of organizations
- Cornerstones & variables of organization design
- Interconnections & dependencies
- Context & stakeholder analysis
- Your organizational challenges and possible responses
- The role of leadership
- Fostering collaboration
- Organizational capabilities & learning
- Feedback & reflection

### You should attend if

- Your organization is growing (shrinking) significantly
- Your organization is facing external pressures (competitive, regulatory,...) and/or increasing complexity
- Your organization is tapping into new, international markets
- You feel the need to professionalize your organization
- Lack of cohesion and/or collaboration between different elements of the organization leads to silo-thinking
- Your organization's leadership is changing or you are facing other disruptions

### Trainer:

Michael Kubiena

SCAN ME







**“Thanks for the great workshop! Super interesting and lots of learnings :-)”**

**Gottfried Eisenberger**  
**Art Entrepreneur**



**#ORGANIZATION**



# THE HR TOOLBOX

## The impact of a fit-for-purpose HR role & respective HR practices

### Content Outline

- The role of HR and its interfaces
- Key HR-instruments & -processes and the employee experience
- Recruiting & onboarding
- Talent management & development
- Job categorization & evaluation, career management
- Compensation & performance management
- Where & how to start and what to prioritize?
- What does HR currently do and what should it do in the future?
- Devising an HR roadmap
- Feedback & reflection

### You should attend if

- You sense that a dedicated HR function might facilitate the growth of your company
- You want to pay more attention to your employees, their engagement & satisfaction
- Managers & leaders need the tools & support to effectively manage their people
- Employee retention has become an issue
- You have doubts that your company can attract the right talent
- Standards for managing people are absent or lacking in your organization
- You have a newly appointed HR Manager who needs support & guidance

### Trainer:

Michael Kubiena

SCAN ME





"The workshop Organization Design and Essential HR Practices brought tremendous value to our startups. Huge thanks, Michael Kubiena."

**Christian Bacher**  
**Science Park Graz**



**#LEADERSHIP**



# OKRS: OBJECTIVES & KEY RESULTS

LIVE GROUP

BLENDED LEARNING

## Translating strategy into action

### Content Outline

- The role and purpose of OKRs, concerning strategy implementation & communication, performance management, OKR as an instrument of participatory leadership
- How to align team & individual performance with corporate performance and strategy
- Re-thinking performance management: How do OKRs differ from other, more traditional performance management approaches?
- Key concepts: Which are they? How are they related? Objectives, Key results, Key performance indicators, targets
- Integration of OKRs with other essential people practices
- Process & tools; Dos & Don'ts
- Practical examples and how to get started?

### You should attend if

- You want to align strategy, people & their performance
- You want to establish a clear line of sight between a corporate, team and individual performance
- You are looking for ways to promote accountability and ownership
- You want your employees to take charge of their own and the company's performance
- You want your people to grasp how they can shape & influence corporate performance
- You want a powerful participatory leadership instrument
- You aim to avoid silo-thinking and promote shared responsibility from the very start

### Trainer:

Michael Kubiena

SCAN ME





"The OKR Essentials video by Michael Kubiena was quite helpful for our workshop participants to understand the difference between OKRs and KPIs. Those who don't work with OKRs said they are excited to try it out"

**Elisabeth van Holthe tot Echten  
Female Founders**

*konsultori*

**#OKR**



# DESIGNING EMPLOYEE PARTICIPATION PROGRAMS

LIVE GROUP

## An allround perspective on employee participation

### Content Outline

- Purpose, goals and non-goals of employee participation
- Defining limits and target audiences of employee participation programs
- Participating in what: financial and other forms of participation
- Design elements, legal framework and foundations
- Integrating employee participation with other HR instruments
- Advantages and disadvantages of different formats of employee participation
- The new company format in Austria: introducing the FlexCo

### You should attend if

- You are a mid-stage startups or an SME based in Austria
- You want to look at employee retention from a strategic point of view and understand both, the employee and employer perspectives
- You want to explore and evaluate employee participation options and their design parameters

### Trainers:

Michael Kubiena

Dimitar Anadoliyski

Wolfgang Sieh

SCAN ME





**“Michael Kubiena, thank you!  
Eye-opening workshop with great  
insights for our Fybra venture in  
Austria”**

**Nicolas Borrero  
Fybra**



**#HR**



# TALENT ACQUISITION

## From effective Employer Branding via accurate Recruiting & Selection to efficient Onboarding

### Content Outline

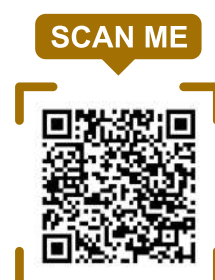
- Introduction to employee experience and employee journey and their various dimensions
- How to create an attractive, credible employer brand with limited resources: Finding your fit-for-purpose channels for talent acquisition
- Identifying and specifying an organization's resource & talent needs:
- by designing and writing job descriptions and job ads (as the groundwork of professional recruiting)
- Designing an effective and accurate recruiting & selection process: creating a memorable candidate experience by involving your team into the process;
- critical elements of the interviewing & selection stage
- Drawing up and communicating a comprehensive, transparent employee proposition
- Ensuring successful and efficient onboarding process for new hires

### You should attend if

- Your organization is growing or is planning to grow
- Talent shortages are affecting your recruiting pipelines
- The specific needs of startups (i.e. not having a dedicated HR role (yet), limited resources) will be given particular attention

### Trainer:

Michael Kubiena







**“Competence. Experience. Excellence.  
Full Commitment! Thank you for all  
the great workshops and the  
coaching.”**

**Dudu Gencel  
Vienna Business Agency**

*konsultori*

**#ACCELERATORS**



# NAVIGATING CULTURE(S)

LIVE GROUP

## Making sense of inter-cultural differences in a global business context

### Content Outline

- Role of culture in & of applying a cultural lense to the business context
- Understand concepts & layers of culture
- Mapping culture(s) and cultural differences
- Understanding communication styles, negotiation tactics, relationship-building approaches and leadership practices through a cultural lense
- Understanding why culture and cultural differences matter.
- Develop a structured understanding of cultural differences and how to successfully engage with them
- Understand why and how diversity matters
- Reflect on own cultural background and how it influences business encounters

### You should attend if

- You are an international startup (planning) to do business in Austria
- You are an Austrian startup planning to go international
- You have a highly diverse team and want to improve your understanding of intercultural differences and cooperation

### Trainer:

Michael Kubiena

SCAN ME





"Thank you very much for your time and  
valuable insights."

**Nikiara Purmambietova**  
**itsBeat**

*konsultori*

**#EXPERTISE**



# PEOPLE AND CULTURE

LIVE GROUP

BLENDED LEARNING

**Create a thriving culture with professional people practices for your organization**

## Content Outline

- The influence and role of People and Culture in Organization Design
- Introduction to the concept of Employee Value Proposition
- The importance of a convincing Employee Value Proposition in competitive talent markets
- Zoom-in into integral elements of the Employee Value Proposition:
  - Material Offer
  - Growth and Development
  - Meaning and Purpose
  - Connection and Community
  - The role of Leadership for growing organizations

## You should attend if

- You are preparing your organization for the next growth step
- You want to create a vibrant, thriving organizational culture
- You want to design professional people practices to attract, develop and retain the right people
- You need your company to distinguish itself on a demanding labor market

## Trainer:

Michael Kubiena

*konsultori*

# **GROWTH STRATEGY WORKSHOPS**

**2025**

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# B2B SALES & PRICING

LIVE GROUP

BLENDED LEARNING

**The importance of understanding sales processes and developing a common sales language for the whole company**

## Content Outline

- B2B sales
- Channel sales
- B2C sales
- Outreach, acquisition, cold calling and social selling
- Pricing strategies

## You should attend if

- "Sales" as a topic has not been given the attention that it needs
- There are different opinions within your teams as to "how to sell"
- You want answers to "How much time do I need to invest" and "Do I have the right resources"

## Trainer:

Tim Birdsall

SCAN ME





The founders, regardless of their industry, benefit enormously from the Konsultori trainers input on the topics of business modelling, finance, negotiating and investments. Konsultori's wealth of experience, expertise and approachability is a great asset to the startup ecosystem. for the startup ecosystem in Vienna.

**Marlene Welzl**  
**Vienna Business Agency**



**#EXPERIENCE**



# GROWTH HACKING TACTICS

**Learn how to conduct experiments to increase your conversion rate**

## Content Outline

- What growth hacking is and how to improve your customer journey with growth hacking tactics
- When it is the right time to start growth hacking
- How your target clients can contribute to an appropriate growth hacking strategy
- Best practices and an overview of all growth hacking tactics from acquisition to conversion to user retention
- How to decide which first growth hacking measure to take

## You should attend if

- You want to improve your customer journey
- Your resources are limited, hence you want to know which concrete actions and measures succeed highest conversion rates
- You want to find out what really matters for your end clients

## Trainer:

Petra Wolkenstein

SCAN ME







**“Petra Wolkenstein is THE expert  
when it comes to growth hacking  
strategies.**

**DI DI Dr. Andreas S. Rath  
ONDEWO GmbH**



**#BUSINESS**



# REVISE YOUR STRATEGY

**Revise your strategy in changing times. Look back, analyze your strengths and trends, develop options, and make new decisions**

## Content Outline

- To review your strategy in times of great change
- To look back at what is already in place, generate options, make new decisions, consider implications and come up with a new implementation plan
- How to build an inventory of your current customer groups, their use cases and your products and services
- To identify your core competencies and key assets
- About the impact on your business from current trends
- How to revise and redefine new target groups and new products and services
- To prioritise your long list according to Impact, Confidence and Ease (ICE Scoring Model)
- To elaborate your market potential and business case per product

## You should attend if

- You are a startup or innovative SME
- Your company is experiencing strong growth and you need focus or your company is stagnant and you need new opportunities
- You have the overall view of your company and can decide strategically
- You would like to have an external perspective and exchange with other entrepreneurs

## Trainer:

Petra Wolkenstein

SCAN ME





I really enjoyed the workshop with you and many of my TU  
Wien Innovation Incubation Center pals the other day!  
Honestly one of the best workshops I have ever attended  
and probably with much more interaction from all sides  
compared to some offline workshops."

**Dajana Doskoc  
Snipedy**

*konsultori*

**#STRATEGY**



# BUILD COOPERATIONS

**Increase your growth through cooperations with the right choice of partners for a long-term partnership**

## **Content Outline**

- How to increase your growth through cooperations
- In which areas of your company you would like to enter into cooperations
- How to identify good partners
- What you need to decide in advance and do during a cooperation to increase your probability of success
- To compare cooperation models and selection criteria
- How to monitor and maintain successful cooperation
- How to achieve the transition from a single cooperation to building your network

## **You should attend if**

- You want to grow through cooperations
- You want to cooperate with the best partners
- Your objective is to increase your network

## **Trainer:**

Petra Wolkenstein

SCAN ME





"Thank you, Petra for the great insights and helpful advice. Our Start-Ups gave great feedback and had a successful virtual conference!"

**Philip Morger**  
**Switzerland**  
**Global Enterprise**



**#COOPERATION**



# PARTNERING & MARKET ENTRY MODELS

LIVE GROUP

BLENDED LEARNING

**How to sell abroad: Calculate your global market potential and learn how to sell internationally**

## Content Outline

- About international market entry
- How to calculate your market potential both in your home market as well as abroad
- Meaning of TAM-SAM-SOM
- Which markets to enter first: how to sell internationally
- Several partnership models for international sales and its advantages and drawbacks
- How to create your own go-to-market-plan
- How to define your own internationalisation strategy

## You should attend if

- You have generated first revenues in your home country
- Your plan is to expand internationally and to sell abroad: you are planning your international market entry
- Therefore you want to know which is the optimal way to sell internationally

## Trainer:

Petra Wolkenstein

SCAN ME





"Petra is the best business coach I've ever met. She always tries to dig into your situation, not just giving common advices. She has clear and very fast mind, so it's very easy to follow her suggestions."

**Aleksandr Bogachev**  
**CEO, DataStoryTellers**

*konsultori*

**#EXPANSION**



# SCALING READINESS LAB

**Assess your scaling readiness and develop your scaling strategy with clear next steps**

## Content Outline

- Self-assessment of my startup's scaling readiness across several categories
- Major challenges on the road to scaleup
- Value proposition & product-market fit
- Value delivery & Sales/Marketing
- Operations
- Organization design, people & culture
- Financial, legal & governance considerations
- Outlining my startup's roadmap towards scaling

## You should attend if

- You have achieved considerable product market fit
- Your revenues are growing strongly
- Your team is expanding
- You need to focus on the most important strategic building blocks to master the scaling phase

## Trainers:

Petra Wolkenstein

Michael Kubiena

SCAN ME







Thank you Konsultori, Michael Kubiena and Petra Wolkenstein for a very insightful and engaging Scaling Readiness Lab session. The framework and tools you shared were very relevant for any startup who is on a scaling journey.

**Gaurav Gandhi**  
**Xcelore**



**#SCALING**



# SCALING READINESS RUN

BLENDED LEARNING

A 3-month blended learning program designed to empower startups to tackle scaling challenges.

## Program Sprints

### Online Assignments & Live Sessions

- Scaling Readiness Kick-off
- Strategy Operationalization
- Product-Market-Fit
- Sales
- Funding Sprint
- People & Culture
- Operations & Execution

## You should attend if

- You're a startup owner ready to scale and refine your strategy, market fit, and funding
- You want to avoid costly mistakes due to premature scaling
- You want to build a strong company culture for sustainable growth
- You're committed to an advanced program that drives real results

## What participants will get from the training

- Deep understanding of scaling dimensions
- 6 months milestone plan on their road to scaling readiness
- Deep-Dive in 6 Sprints to improve scaling readiness
- Trusted network of peer founders and experts to support their upscaling

## Trainers:

Petra Wolkenstein

Michael Kubiena

Cornelia Müller



The Konsultori Scaling Readiness Run provided valuable insights, preparing us for a critical growth phase. We liked the direct exchange with our peer group and its honest discussions about each other's growth pains. The professional moderation of the Konsultori team during the office hours went through the provided content smoothly!

**Andrea Wyss  
Thomas Gruber  
ON ENERGY**



**#FOUNDERS**



# DEEPTech SCALING READINESS RUN

For later-stage DeepTech founders, this program tackles complex scaling challenges with six sprints packed with expert input, tools, and feedback across 12 key areas. Proud partner of the EIT DeepTech Talents Initiative.

## Program Sprints

### Online Assignments & Live Sessions

- Scaling Readiness Kick-off
- Strategy Operationalization
- Product-Market-Fit
- Sales
- Funding Sprint
- People & Culture
- Operations & Execution

**BLENDED LEARNING**

## You should attend if

- You're building complex innovations in AI, robotics, quantum computing, biotech, or clean energy.
- You're a later-stage DeepTech founder preparing to scale.
- You're looking for proven frameworks, expert input, and hands-on assignments.
- You need practical tools, templates, and feedback to accelerate scaling.

## What participants will get from the training

- Structured support through six focused sprints.
- 6 months milestone plan on their road to scaling
- Coaching sessions on the topic they choose
- Trusted network of peer founders and experts to support their upscaling

## Trainers:

Petra Wolkenstein

Michael Kubiena

Cornelia Müller



The best program any of us had attended. Its well-structured sequence of sprints is carefully designed and balanced. Actionable content is paired with practical frameworks, many of which we have started to integrate into our practice. As a result of Konsultori's Scaling Readiness Run we have already made significant progress across various scaling dimensions and will continue to do so.

**Angelos Chronis**  
**Infrared City**



**#BLENDEDLEARNING**



# Petra Wolkenstein

**Growth and Negotiation Expert, 2024 winner of the Global Ecosystem Hero award**

Business development is Petra Wolkenstein's passion. She guides startups and innovative SMEs in growth issues, be it in international market entry, lead generation, new business fields, the development of cooperations, the acquisition of investors or in the accompaniment of company acquisitions and sales.





# Michael Kubiena

## **Organizations- and HR-Expert**

Michael has over 20 years of international experience as a head of HR departments, both in startups and large companies, especially in the ICT and services industries. He is therefore very familiar with topics such as strategic HR, compensation and performance management, talent management and HR systems.





# Franziska Kolk

**Venture Capital investor, coach**

Business Developer. Early-stage investor in Africa. Executive and Startup Advisor. Specialities: Business development, funding and business operations. Franziska Kolk is the General Partner of Startup Wise Guys and CEO of 3EG Technologies. As an early-stage investor, she works with startups in Africa and Europe, where she acts as a startup advisor. She specialises in business development, financing and business operations.







# Cornelia Muller

**Entrepreneur, angel investor and advisor**

Cornelia has a deep understanding of the opportunities and challenges of product innovation, digital business models and market entry. She has worked in Europe, the Middle East, Asia and Africa and her expertise is leading product teams at the intersection of business and IT to ensure optimal delivery to the market's and customers' needs while building a successful business.





# Tim Birdsall

## **Sales trainer and consultant**

Tim Birdsall, based in Vienna, is a bi-national from England and Switzerland. Driven by pragmatic training designs, he uses blended learning methods, webinars, coaching, and technology. Tim works mainly in Europe, with a global network of trainers.

He specializes in sales training for IT, FMCG, and Pharma industries, focusing on sales processes, solution sales, distributor or channel sales, sales leadership, CRM usage, account planning, lead generation, and social selling.





# Wolfgang Sieh

**Partner at ATLAS Attorneys at Law**

Wolfgang Sieh, partner at ATLAS Attorneys at Law, specializes in complex commercial disputes and corporate law. He studied law at the University of Vienna and has practiced with renowned international firms, including CMS Reich-Rohrwig Hainz, most recently as a partner. Wolfgang's international experience includes advising multinational corporations and working with the Austrian Consulate General in Toronto.



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