



CURRICULUM VITAE

1. **Family name:** PLOBERGER
2. **First names:** Konstantin
3. **Date of birth:** 26th Jan 1945
4. **Nationality:** Austrian
5. **Civil status:** Married, 2 children
6. **Education:**

<i>Institution:</i>	University of Economics and Business Administration, Vienna, Austria
<i>Dates:</i>	From 1963 to 1969, specialisation in Tourism and Marketing
<i>Degree(s) or Diploma(s) obtained:</i>	Masters of Business Administration

<i>Institution:</i>	University of Economics and Business Administration, Vienna, Austria
<i>Dates:</i>	From 1970 to 1972
<i>Degree(s) or Diploma(s) obtained:</i>	PhD in Economics

7. Languages:

<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
German	5	5	5
English	5	4	4
French	5	4	4
Spanish	4	3	2

(Key: 5: fluent, 4: very good, 3: good, 2: basic knowledge, 1: some familiarity with language)

8. **Membership of professional bodies:** AIEST International Association of Scientific

9. Other skills: Skiing in deep powder snow

10. Present position: Since 1991 Managing Partner of Horwath & Horwath Unternehmensberatung Ges.m.b.H. Since 2002 (HORWATH TOURISMUS CONSULTING AUSTRIA GMBH), responsible for tourism planning, project development, project appraisals.

11. Years within the firm: Since 01/ 1991

12. Key qualifications (Relevant to the programme):
 Evaluation of properties and enterprises in the hospitality and health industry.

13. Specific Foreign Countries professional experience:

Countries:	Hungary, Slovenia, Croatia, Czech and Slovak Republics, Russia, Ukraine, Denmark, Norway, UK, Germany, Netherlands, Belgium, France, Luxembourg, FL, Switzerland, Spain, Morocco, Italy, Greece, Turkey, Egypt, Tunisia, Bahamas, Canada, USA, Iran
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14. Professional experience record:

Dates:	Since 01/ 1991
Location:	SALZBURG, AUSTRIA
Company:	Horwath & Horwath / HORWATH TOURISMUS CONSULTING AUSTRIA Gesellschaft.m.b.H.
Position:	Partner, Managing Director
Description:	Responsible for mergers & acquisition, tourism project development, corporate finance, tourism planning, tourism investment Key projects: <ul style="list-style-type: none"> ➤ Successful transactions of hotels in Austria ➤ Financial Feasibility studies of cities, economy, all suites, resort hotels, club (all inclusive), spa hotels ➤ Analysis, organisation development and quality management of the hotel group MAGIC LIFE CLUB ➤ Executive search for GM, Financial Controller, Sales Manager, F&B Manager etc. for hotels and hotel groups

Dates:	1987 to 1990
Location:	HALLEIN, AUSTRIA
Company:	Austrian Hotel Consult Ges.m.b.H.
Position:	Managing Director
Description:	Responsible for consultancy of hotels and project development Key projects: <ul style="list-style-type: none"> ➤ Evaluation of hotel group (Austrotel) ➤ Feasibility studies of hotels in Egypt, Greece, Turkey, Hungary, Austria and Germany

	➤ Market studies for economy hotels and all suites hotels
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Dates:	1982 to 1987
Location:	SALZBURG, AUSTRIA
Company:	Hotelbau Ges.m.b.H.
Position:	Partner, Managing Director
Description:	Responsibilities: Development of hotel projects Key projects: ➤ Ramada Renaissance Hotel, Vienna ➤ Steigenberger Hotel, Oberstaufer (Germany)

Dates:	1978 to 1982
Location:	VADUZ, LIECHTENSTEIN
Company:	Tourotel Consulting and Hotelmanagement Ltd.
Position:	Managing Director
Description:	Responsibilities: Development and Financial Controlling of hotel group Tourotel Key projects: ➤ Berlin, Bad Gastein, Mallorca, Vaduz, Vienna, Linz,...

Dates:	1973 to 1978
Location:	DUESSELDORF, GERMANY
Company:	Kienbaum Unternehmensberatung GmbH
Position:	Consultant
Description:	Responsibilities: Tourism and Hotel Industry Key projects: ➤ Tourism Master Planning Indonesia ➤ Isle of Sylt (Germany)

Dates:	1970 to 1973
Location:	VIENNA, AUSTRIA
Company:	Chamber of Commerce
Position:	Junior Consultant
Description:	Responsibilities: Hotel Consultancy Key projects: ➤ Sporthotel Royer, Schladming ➤ Motel Chain

15. Others:

Publications:

Superservice, a Basic Element of Marketing in the Hotel Industry,
Thesis submitted for the PhD at the University of Economics, Vienna,
Austria.

Lectures during seminars and congresses

Salzburg, March 2006