



ENNO BEUSE

MANAGING DIRECTOR BEUSE CONSULTING S.L.
BUSINESS CONSULTANT & INTERIM MANAGER

Professional Experience

Managing Director (since 2025)
Beuse Consulting S.L., Palma de Mallorca

Freelance Consultant
(2023–2024)

Senior Consultant (2017–2020) /
Principal (2021–2022)
Iskander Business Partner GmbH,
Ismaning (Munich)

Consultant (2011–2016) /
Director (2016–2017)
Harnischfeger, Pietsch & Partner
Strategy and Marketing Consulting
GmbH, Frankfurt

Education

Magister Artium (University of
Heidelberg)
Modern Sinology & Political Science

Languages

German (native)
English (business fluent)

Core Competencies

- (Multi-)Project Management (agile and classical)
- IT Project Management
- Program and Portfolio Management
- Interim Management
- Product Management
- Marketing
- Design & Optimization of Business Processes
- Design & Optimization of IT Processes
- Release Management & IT Delivery
- Conceptualization and Implementation Projects
- Data Migration Projects
- IT Security Projects

Main Industries

- Telecommunications
- Media
- Consumer Electronics
- Automotive

Certifications

- PRINCE2 FOUNDATION (2023)
- PRINCE2 AGILE PRACTITIONER (2023)
- SCRUM Master (2018)
- Project Management Certification IPMA Level C (2016)

Project References Enno Beuse

Project Name	Project Management – Conceptualization and Strategic Selection of a Central Tool Solution to Optimize Plan-Build-Run Processes
Client	Telecommunications company in the fiber optics sector
Project Duration	9 months (ongoing)
Project Role	Project Manager
Tasks	• Conception and management of the introduction of a central end-to-end tool solution • Comprehensive as-is analysis (processes & tools) • Development and definition of target processes (functional and technical) • Creation of detailed requirements catalogues (functional/process-related and technical) • Management of the RFI and RFP process • Planning and leading vendor workshops and deep-dive sessions with the goal of selecting the best tool provider • Preparation of decision papers and C-level presentations • Implementation planning (agile) together with the selected tool provider • Management of functional conception for implementation incl. definition of implementation roadmap, workshop formats and governance structures for the planned rollout (ongoing) • Progress tracking and C-level reporting

Project Name	Project Management – Introduction of a Central Security Solution for 20+ Applications in a New IT System Stack
Client	Large international telecommunications company
Project Duration	18 months
Project Role	Project Manager
Tasks	• Flexible project planning in a volatile environment • Iterative development and successive implementation of the solution in 8 releases • Extensive project coordination with more than 100 project participants • International collaboration (development focus at various service providers in India) • Complex dependency management • Strongly operational implementation support (agile/hybrid) • Flexible scope management • Risk management • Extensive escalation management • Progress controlling • Stakeholder management with regular reporting at Director level • Ensuring adequate testing • Cutover planning & go-live support • Development & documentation of lessons learned

Project Name	Project Management – Process Automation in the Housing Sector
Client	Telecommunications company in the fiber optics sector
Project Duration	12 months
Project Role	Project Manager
Tasks	• Takeover of an ongoing project • Development of functional specifications and requirements documents for IT requirements • Extensive substantive contribution • Strongly operational implementation support (hybrid) • Scope management

Project References Enno Beuse

	• Budget management • Risk management • Escalation management • Progress controlling • Stakeholder management with regular C-level reporting • Ensuring adequate testing and training • Substantive scoping of further project phases • Go-live support and documentation of lessons learned
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Project Name	Project Management – Potential Analysis E-Mobility Market
Client	Large German mobility provider
Project Duration	4 months
Project Role	Project Manager
Tasks	• Analysis of the German e-mobility market • Conducting expert interviews • Identification and categorization of risks and opportunities • Derivation of concrete measures for the client to address identified risks and opportunities • Preparation of board presentations • Presentation of analysis results at board level

Project Name	Marketing Manager (Interim)
Client	Large Italian consumer electronics manufacturer
Project Duration	9 months
Project Role	Interim Marketing Manager
Tasks	• Development and support of the implementation of marketing strategies • Planning of the marketing roadmap for Germany • Responsibility for the Germany product portfolio and pricing • Team management • Coordination of new product launches • Budget responsibility • Planning of ATL and BTL measures (incl. management of marketing agencies for implementation) • Continuous conceptual alignment of planning with group headquarters in Italy • Analysis of market developments and conception of corresponding strategies (e.g. response to revenue declines) • Planning and implementation of special marketing campaigns together with sales and other departments • Coordination of market analyses and trend studies • Execution of marketing campaigns with external service providers • Management reporting and escalation management

Project Name	Project for the Introduction of New B2C Fiber Optic Products (Internet & Telephony)
Client	Large international telecommunications company
Project Duration	15 months
Project Role	Workstream Lead Customer Service
Tasks	• Workstream Lead Customer Service – central contact for all customer service topics in the project • Design, alignment & introduction of customer contact processes for an extensive pilot phase

Project References Enno Beuse

	• Design & alignment of customer contact processes for the commercial go-live • Coordination of the build-up of an operational customer service core team for the pilot phase incl. telesales, customer service hotline and back office • Operational contact for customer service in the project during the pilot phase (internal and external) • Interface management / service provider management with the newly founded pre-service provider • Continuous, iterative optimization of operational processes based on learnings from the pilot phase • Escalation management • Management reporting
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Project Name	IT Programme Management – Programme Targeting the Launch of 7 New B2B Products
Client	Large telecommunications company
Project Duration	3 months
Project Role	IT Programme Manager
Tasks	• IT programme management in a programme with 7 parallel projects • Additionally: IT project management in one of the 7 projects • Overarching programme planning • Coordination of projects / dependency management • Escalation management / mitigation • Management reporting • Resource management • Coaching of project managers

Project Name	Multi-Project IT Delivery Management – Focus on Web Projects to Improve Customer Experience
Client	Media group
Project Duration	9 months
Project Role	IT Project Manager
Tasks	• IT project management of 4 parallel projects: • - Introduction of a new web community • - Optimization and personalization of technical diagnostic workflows on the web • - Optimization and personalization of the web help center • - Ensuring implementation of essential software to meet legal requirements for the Austrian subsidiary • Analysis of business requirements from an IT perspective • Transformation into functional requirements • Ensuring IT delivery in coordination with business units, IT and external service providers • Progress tracking • Test coordination • Cutover planning • Go-live support • Coordination of bug fixing and planning/support of further optimizations post go-live

Project Name	Product Management – Housing Sector
Client	Large telecommunications company
Project Duration	12 months

Project References Enno Beuse

Project Role	Interim Product Manager
Tasks	• Development of standardized approaches for future product introductions (incl. RACI matrix) • Review and expansion of the product management roadmap • Standardization of product documentation • Product Owner for multiple product initiatives: introduction of new products and development of optimizations for relevant existing products in close collaboration with sales and IT • Development of sales, sales support and billing processes for new IoT products • Implementation planning • Contribution to the product workstream of a large transformation programme: status quo assessment, fit/gap analyses, derivation of integration measures/initiatives, recommendations for the future product landscape

Project Name	System and Process Harmonization in the Housing Sector: Contract Migration of 100,000 Contracts into a Target CRM & Billing System
Client	Large telecommunications company
Project Duration	12 months
Project Role	Project Manager
Tasks	• Status quo & fit/gap analysis • Development and documentation of business and system requirements • Coordination of transformation into functional requirements • Development of a migration concept with business units & IT as well as international IT service providers (primarily India & UK) • Coordination of development and migration implementation in alignment with business, internal and external IT (vendors) • Coordination of 6 sub-projects • Cutover planning • Go-live support • Aftercare: coordination of bug fixing and planning/support of further optimizations post go-live • Comprehensive project documentation • Introduction of a document management system in the target CRM system

Project Name	Project for Contract Analysis, System Optimization and Migration Preparation
Client	Large telecommunications company
Project Duration	3.5 months
Project Role	Project Manager
Tasks	• Status quo and fit/gap analysis of contracts in the source and target system • conducting comprehensive workshops • development of a high-level concept • Feasibility analysis (time, capacity) in close coordination with internal and external IT as the bottleneck resource based on workshop outcomes • Creation of business case and requirements specification for implementation in the target system and relevant interfaces • Preparation of implementation (creation of activity and timeline plan)

Project Name	Interim Management as Director for Central Project and Portfolio Management
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Project References Enno Beuse

Client	Large telecommunications company
Project Duration	12 months
Project Role	Interim Manager (Director, CEO-2 level)
Tasks	• Disciplinary and functional leadership of 6 internal employees at two locations • Management of the company's project portfolio / ensuring successful cross-departmental implementation of measures aligned with corporate priorities • Management of external service providers • Provision of required internal or external capacity for programme management and project management • Ongoing operational management of project business incl. review cycle with directors and board (prioritization, multi-project and portfolio management, roadmap planning, delivery management) • Escalation authority for project managers and general project matters • Further development of the conceptual framework (e.g. processes, roles & responsibilities, governance) in coordination with key stakeholders, particularly in the context of an ongoing post-merger • Introduction of a standardized process for cross-departmental implementation of smaller M&A projects • Introduction of a standardized process for company-wide capacity planning and project prioritization (Gate 0) aimed at proactive resource planning and project prioritization

Project Name	Individual Customer Price Adjustment for TV and Broadband Customers (approx. 2.4 million customers)
Client	Large telecommunications company
Project Duration	9 months
Project Role	Project Manager
Tasks	• Further development of a calculation tool for forecasting planned measures • Derivation of product and pricing concepts • Development of detailed business requirements • Coordination of transformation into functional requirements and IT implementation in close coordination between business and internal IT as well as international IT service providers (primarily India & UK) • Ensuring adequate testing and training • Post-go-live support

Project Name	Multi-Tenant Price Adjustment for Cable Connection Customers (approx. 2.8 million residential units)
Client	Large telecommunications company
Project Duration	9 months
Project Role	Project Manager
Tasks	• Creation of a calculation tool for forecasting planned measures • Derivation of product and pricing concepts • Development of detailed business requirements • Coordination of transformation into functional requirements and IT implementation in close coordination between business and internal IT as well as international IT service providers (primarily India & UK) • Ensuring adequate testing and training • Post-go-live support

Project References Enno Beuse

Project Name	Project for Sustainable Improvement of Address Data Quality in the Address Master System and CRM/Billing Systems
Client	Large telecommunications company
Project Duration	12 months
Project Role	Project Manager
Tasks	• Comprehensive process and gap analysis (processes, interfaces and systems) • Coordination of data cleansing • Development of system requirements • Implementation support in close coordination with business units, internal and external IT (incl. international IT service providers from India & UK) • Post-go-live support

Project Name	Database and Application Server Migration
Client	Large telecommunications company
Project Duration	12 months
Project Role	Project Manager
Tasks	• Fit/gap analysis • Infrastructure analysis • Alignment of binding SLAs between IT and business for applications running on database and application servers • Coordination of the implementation plan with internal IT and external service providers in India, as well as subsequent operations ('in-life') with 1st and 2nd level support based in India • Coordination of setup of new database and application servers (incl. failsafe via load balancer) • Implementation support • Post-go-live support

Project Name	Multi-Tenant Contract Migration (approx. 800k Residential Units) into Target CRM and Billing Systems as Part of a Post-Merger Integration
Client	Large telecommunications company
Project Duration	16 months
Project Role	Project Manager
Tasks	• Status quo & fit/gap analysis • Capturing business and system requirements • Transformation into functional requirements • Development of a migration concept • Coordination of development and migration implementation in alignment with business, internal IT and international IT service providers (primarily India & UK) • Coordination of data cleansing • Coordination of testing and training • Cutover planning • Go-live support • Coordination of bug fixing and planning/support of further optimizations post go-live

Project Name	Definition, Development and Introduction of a Sales Support Tool for Operational Sales Controlling to Manage Sales Partners
Client	Large telecommunications company

Project References Enno Beuse

Project Duration	16 months
Project Role	Project Manager
Tasks	• Fit/gap analysis • Capturing business and system requirements • Transformation into functional requirements and implementation in coordination between business and internal as well as external IT (agile approach), primarily with service providers from Poland and India • Development of migration concept • Coordination of testing and training • Migration and cutover planning • Go-live support • Planning and support of further optimizations post go-live

Project Name	System Migration and Migration of a CRM Tool in the Housing Sector as Part of a Post-Merger
Client	Large telecommunications company
Project Duration	14 months
Project Role	Project Manager
Tasks	• Fit/gap analysis • Capturing business and system requirements • Transformation into functional requirements and implementation in coordination between business and internal as well as external IT (agile approach), primarily with service providers from Poland and India • Coordination of testing and training • Cutover planning • Go-live support • Post-go-live support

Project Name	Rollout of a Workflow Tool in Operational Sales as Part of a Post-Merger
Client	Large telecommunications company
Project Duration	12 months
Project Role	Project Manager
Tasks	• Coordination of the development of functional requirements based on existing business requirements • Transformation into functional requirements and implementation in coordination between business and internal as well as external IT (agile approach), primarily with service providers from Poland and India • Coordination of testing and training • Go-live planning and support

Project Name	System Migration and Data Migration (migration volume approx. 250k contracts)
Client	Large telecommunications company
Project Duration	9 months
Project Role	PMO Lead
Tasks	• Support with fit/gap analysis • Capturing business and system requirements • Transformation into functional requirements and implementation in coordination between business and internal as well as external IT (agile approach), primarily with service providers from Poland and India • Support with development of migration concept

Project References Enno Beuse

	• Coordination of testing and training • Support with migration and cutover planning • Go-live support • Post-go-live support
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Project Name	Project Support for Maintenance and Further Development of an MS Project-Based Tool for Project Portfolio Management
Client	Large bank
Project Duration	approx. 2 months
Project Role	Project Support
Tasks	• Tool support (1st level) • Project planning support for project managers • Cross-project coordination regarding release planning • Process controlling according to audit and QMS guidelines • Tool training sessions and second level support

Project Name	Project for a Management Buy-Out of a Call Centre
Client	Large telecommunications company
Project Duration	3 months
Project Role	PMO
Tasks	• Conception and creation of a business plan and liquidity planning • Development of a concrete MBO concept incl. market development concept with corresponding milestone planning

Project Name	Project Support for Market Entry into China for an Internationally Active Provider in the Field of Extrusion Technology
Client	Large manufacturer of stainless steel components
Project Duration	approx. 4 months
Project Role	Project Support
Tasks	• Analysis of the Chinese extrusion press market • Conducting a comprehensive survey among international experts at trade fairs in Germany and China, primarily in Chinese • Support in developing a market entry concept • Presentation to client management