

Artur Steffen



Personal Information

Date of birth: 03 September 1987
Nationality: German
Languages: native in English, German, Russian

Education

SRH Hochschule Berlin

Master of Entrepreneurship (M.A.)

Master Thesis: 'Role of Intermediaries in Medical Tourism'

09/2012 - 6/2014

University of Wollongong in Dubai

Master of International Business (2 terms)

09/2011 - 07/2012

London Metropolitan University

International Business (B.A.)

09/2007 - 06/2011

Working Experience

poligy GmbH

Co-founder & co-CEO

01.10.2018 – heute

- Responsible for business development & operations
- Negotiated deal with large energy provider
- Attracted various strategic partners & potential investors
- Building up company processes from scratch

GoClinic B.V.

Founder & CEO

01.12.2016 – 31.03.2018

- Participated in Rockstart Accelerator Program in Digital Health
- Project management in 'from idea to product' development
- Closed collaboration with innovation team from pilot hospital
- Build a top notch team & outstanding experts from healthcare industry
- Attracted investment from business angels & accelerator

MedLango GmbH

Founder & CEO

01.04.2015 – 31.12.2016

- Established interpreter & translation agency for healthcare services
- Achieved contracts with authorities from: youth, social & health offices
- Won customers such as Jobcenters, Pfizer and hospitals
- Winner of IT project for app building - helios.hub

Milling Sprachschulen Ltd.

Project manager & Business Development

01.11.2015 – 30.01.2016

- Project management from launch of an idea to having physical schools
- Opened 4 locations across Germany with 250+ students
- Generated revenue € 310,000 in 3 months

Helping GmbH – Rocket Internet Venture
Business Development Intern – Recommendation Marketing

12.08-30.09.2014

- Achieved the record for detailed recommendations in 2 ½ weeks
- Created market analysis for top management onto entering new markets
- Implementation of marketing strategies with partners
- Designed business development strategies for new acquisition methods

Gargash Enterprises, Mercedes Benz - Sixt Rent A Car, Dubai
Sales in the area of corporate customers – inbound

10/2011 – 06/2012

- Responsible for the introduction of the regional newsletters to 400,000 customers
- Market and competition analysis - hotels, airlines, MICE
- Acquisition of corporate clients for leasing
- Internal advice on the fleet management of the limousine fleet

RETAS Medical Assistance, Founder

01/2010 – 12/2014

Organization of treatments in German hospitals for international patients

- Started call centre managing a team of 5 employees
- Created a large database and called 3,000+ travel agencies
- Marketing to insurance companies, tour operators and clinics
- Conducted social media advertising by creating largest group with 32,000 members in health travel

Other achievements

Languages German and Russian (native), English (fluent), French (advanced), Dutch (basic)

IT Project management, app development, PowerPoint, Excel & Word, HTTP, CSS, Adobe Dreamweaver CS5 (basic)

Internet SEO, Online-Marketing: SMM, SMA, Copywriting, Google Adwords & Analytics

Awards Silver Prize in Business Plan Competition 2005, Annual Student Competition by American German Business Club Berlin e.V

Seminars Tony Robbins: Business Mastery, Unleash the Power
Creative Debate – Art of Discussion, Public speaking, Persuasion
Company Law, Incorporation of Enterprises

Annual expense on seminars and self-education & trainings €4.000 - €8.000

Social Advisor & speaker for XPOMET Convention 2018
Mentor for digital health to start-up
Public speaker for healthcare & hospital digitization
Project "Business Mastermind" for entrepreneurship students
Mentor in "Competence Club" (Project for Education & Sport e.V.)