

Contact

Tobias.Schweiger@hawk.ai

www.linkedin.com/in/schweiger
(LinkedIn)

Top Skills

Strategy

Product Management

Business Strategy

Languages

German (Native or Bilingual)

English (Full Professional)

Patents

System for mobile radio
communication with at least one
subscriber area located in an overall
area

Tobias Schweiger

Co-founder & CEO @ Hawk
Munich, Bavaria, Germany

Summary

With over 15 years of experience in finance, operations, and strategy, Tobias is the co-founder and CEO of HAWK:AI, a platform dedicated to reaching unprecedented levels of effectiveness and efficiency in fighting financial crime for global financial institutions.

Prior to launching HAWK:AI, Tobias held various leadership positions in SaaS, fintech, and consulting, such as ACI Worldwide, PAY.ON, and ProSiebenSat.1. Tobias holds an MBA from London Business School and a Dipl.-Ing. (FH) degree in telecommunications engineering from Salzburg University of Applied Sciences. He is passionate about applying technology and data to solve complex and impactful challenges in the financial sector and beyond.

Experience

Hawk

Co-founder & CEO

March 2018 - Present (8 years 5 months)

Munich Area, Germany

Current

Founding Partner

February 2018 - December 2019 (1 year 11 months)

Munich Area, Germany

Working with exceptional co-founders and teams, we build most innovative and best-run ventures at the center of the Fintech revolution – to ultimately change the way people interact with money.

ACI Worldwide

VP Operations, ACI on Demand

January 2016 - January 2018 (2 years 1 month)

Naples, Florida Area

PAY.ON

Chief Financial and Operating Officer (CFO/COO)
July 2014 - June 2016 (2 years)
Munich Area, Germany

ProSiebenSat.1 Media AG
SVP Finance Operations
July 2012 - June 2014 (2 years)

Roland Berger Strategy Consultants
Senior Project Manager
October 2008 - May 2012 (3 years 8 months)

Telefónica Deutschland
Senior Category Manager
2000 - 2006 (6 years)
Munich

Introduced operator-developed mobile phones to the market, exceeding volume target by 80%; led team of specialists to plan for, design & develop mobile phones; liaised with Asian manufacturers

Managed large project teams to launch 3G phones, achieving significantly sized portfolio; led contract negotiations with international mobile phone vendors

Previous roles at the company: Revised sales strategy & pricing to support aggressive growth target; extended product portfolio as the Product Manager BlackBerry (2002-2003). Designed prepaid billing and other services, led network supplier negotiations as Service Design Engineer (2000-2002).

Nortel Networks
Internship & Diploma Thesis
October 1999 - March 2000 (6 months)

Education

London Business School
MBA, Business Administration (Concentration: Finance, Private Equity) · (2006 - 2008)

Fachhochschule Salzburg

Dipl.-Ing. (FH), Telecommunications Engineering · (1997 - 2000)