

Volker is an executive and entrepreneur with board-level experience and strategic insight in digital media ecosystems as well as an exceptional network in the mobile, digital media and gaming verticals – across the entire value chain, from developers, artists, brands and rights owners via content developers and publishers to OEM, network operators, platform owners and multipliers. He is a recognised thought leader and speaker.

Professional Experience:**2013- Venture Partner, Emerge Venture Lab, UK**

Education-tech accelerator born out of the University of Oxford's Said Business School.

2013- Angel Investor, UK

- Mainly in the EdTech sector with focus on AI-driven solutions and SaaS models with a combined valuation of currently around £30m, returning at current levels 6.5x invested capital.
- Chairman, Bibblio Learning (London); Board member Recurrence, Inc. (Seattle); Board member UBlend (London). Board advisor GamePlan (Atlanta/London).

2013- Advisor & Mentor, UK

- Mentor at Microsoft Accelerator (London) and ReadWrite Labs (San Francisco)
- Advisor to FUEL (San Francisco), OfferMoments (Manchester), Banked (London), InvestED (Los Angeles)

2011-2013 Director, Global Head of Business Development – Games, BlackBerry, Canada & UK (resigned 1 July 2013)

Maker of the iconic BlackBerry smartphones.

- Joined as part of the sale of Scoreloop and was asked to take on the broader role across the entire gaming category.
- Responsible to drive global business development for gaming resulting in an OS launch with 25,000+ games on board (largest games catalogue on any OS launch in history), including most top-tier titles (from Rovio, Disney, EA, Gameloft, SEGA, etc.) growing to almost 40,000 six weeks later.
- Coordination of internal groups to build consistent ecosystem (developer recruitment, tooling [e.g. Unity 3D, Cocos2DX], BlackBerry World, etc.).

2009-2011 Chief Strategy Officer, Scoreloop, Germany & USA, Mobile Social Gaming

Scoreloop's SDK instantly "socializes" games and apps on iPhone, Android, BlackBerry 10 and other platforms. Its Scoreloop App provides turnkey Game Center and Social App Store solutions to OEM and carriers. Scoreloop is headquartered in Munich with offices in San Francisco and Beijing.

The company was sold to Research In Motion (BlackBerry) in June 2011.

- Hired as Strategy Advisor, then recruited as C-level executive (only non-founder on that level) 6 weeks later.
- Responsible for corporate strategy and global business development as well as legal affairs and HR.
- Drove the deal leading to exit, instructed bankers, pitched to potential acquirers, coordinated counsel and due diligence and negotiated acquisition agreements.
- Games and platform evangelist. External face of the company.
- Board member (designate). Officer of the company and subsidiaries.
- Incorporated US subsidiary, structured Chinese office, oversaw internal growth across company's locations in Germany, US, China and Poland.
- Helped growth from 200k users when joining to 100m on exit (450m+ max).

2009- Co-Founder & Board Member, Blue Beck, UK, App & Game Developer

Blue Beck is a game and developer for smartphone, digital handheld and online platforms.

- Overseeing company growth (self-financed & profitable) from launch to 35 developers & designers.
- Acquired Three UK, Halfbrick, EA, Zeptolab, Last Day at Work, San Francisco Zoo, etc. as clients.

2008-2009 Co-Founder & Board Member, EVP Corporate Development & General Counsel, Connect 2 Media, UK, Mobile Entertainment Publisher

Connect 2 Media is a mobile games publisher, which resulted from a buyout of the non-US/Chinese operations from Hands-On Mobile (f/k/a Mforma).

- Led MBO of non-US/Chinese operations from Hands-On Mobile.
- Led fundraising (£4.5m from Acuity Capital).
- Led acquisition of Israeli aggregator Rayfusion ME Ltd. (£2.5m).
- Heading departments for corporate development/strategy, licensing, corporate governance & legal affairs, HR.
- Drove roadmap (closed 36+ exclusive titles within 5 months from MBO).
- Identified and negotiated in-bound licenses, e.g. with BMW, Manchester United, Konami, Civilization IV, Sid Meier's Pirates, Boulder Dash, 4Kids, etc.
- Obtained Blackberry Partner, Microsoft Partner (incl. XBLA), Apple Developer Programme, and Android Partner status within months.
- Board Director & Company Secretary. Director of all subsidiaries and branch offices (in Poland, Brazil, Israel, France, Germany, Spain, Thailand).

2004-2008 Vice-President, Corporate & Legal Affairs EMEA, APAC & LatAm, Hands-On Mobile (formerly: Mforma), UK & USA, Mobile Entertainment Publisher

Hands-On Mobile (previously: Mforma) is one of the largest mobile games publishers in the world. Its investors included eFund, Bessemer, General Catalyst, IVP and Draper Fisher Jurvetson.

- Co-led acquisition of UK game developer; value ~US\$ 10m.
- Hired as director; promotion to VP after 9 months. Reported to President EMEA, SE Asia & LatAm. Member of regional senior management team. Incorporated subsidiaries in Brazil and Poland and established permanent establishments in Germany, Spain and Thailand. Appointed to corporate boards of all subsidiaries. Company Secretary.
- Licensor liaison (World Poker Tour, LEGO, Marvel, Hasbro, Activision, etc).
- 150+ distribution agreements with leading mobile network operators globally.
- Led corporate and strategic business development in EMEA & APAC; Led on strategic partnerships, e.g. with Nokia, RIM, Google, Arvato Mobile, Jamba, etc.
- Defined strategy to secure growth in EMEA & SE Asia and LatAm. Identified missing components (M&A) and management team. Company grew 100% and 50% year-on-year.

2003-2005 Founder & Managing Director, Cervus Consulting, Malta, Transactional Advisory & Strategic Business Consulting – Telecoms, Media, Brands

2000-2003 General Counsel & Head of iSmartMoney, iWorld Group (Mobile Telecoms ASP Incubator), Malta & Germany

iWorld was a revolutionary concept of a vertically integrated incubator focussed on mobile applications. Its investors included Bank of America, Deutsche Bank, Payne Webber/UBS and Hikari Tsushin as well as the late Keith McCaw.

- Chaired the iSmartMoney division, responsible for review and guidance on incubated businesses.
- Led investment in Rights Group LLC, New York. Appointed GM.
- Head of Negotiations, responsible for licenses with top international recording artists and leading entertainment brands worldwide e.g. with Britney Spears, Eve, Christina Milian, Duran Duran, Nile Rogers, DJ Bobo and Nena.
- Director of the corporate boards of all international subsidiaries.

1995-2000 Luther & Partner (merged into Andersen Luther, part of Andersen Legal, as of 01/01/2000, now trading as Luther), Law firm, Hamburg, Germany.

Luther & Partner was one of the highest-rated boutique law firms in Germany. Its successor firm, Luther, today is one of Germany's largest law firms.

- Corporate & Corporate Transactional work (Cross-border M&A, Venture Capital, IPO, Joint Ventures, etc. for mainly blue-chip clients to \$500m in deal volume.

1994 **Undergraduate Associate, Deringer Tessin Herrmann & Sedemund** (now part of Freshfields), Law firm, Brussels, Belgium.

Speaking Engagements

Regular keynote speaker, panellist and moderator at leading technology, mobile and gaming conferences around the world, including at the University of Oxford, TEDx (Barcelona & Manchester), Mobile World Congress (Barcelona), CTIA (Las Vegas), SXSW (Austin), GDC (San Francisco), Casual Connect (Seattle & Hamburg), MIP TV (Cannes), Mobile Games Forum (London), Develop (Brighton), IoT World (Berlin & Dublin), Web Summit (Dublin), Pirate Summit (Cologne), Digital K (Sofia), smartcon (Istanbul), PICNIC (Amsterdam), Uplinq (San Diego), Mobile 2.0 (Barcelona), Droidcon (Berlin & London), Social Media World Forum (London), Mindshare Media Summit (Dubai), GameLab (Barcelona), ICT Spring (Luxembourg), StartUP Next (Sofia, Bulgaria), 4YFN (Barcelona), Quo Vadis (Berlin).

Awards, Degrees, Professional and Higher Education

2011 Named a Fellow of the RSA (Royal Society of Arts) in recognition of achievements in technology, social media and education for the benefit of society.

2003 MCI Arb. (Chartered Institute of Arbitrators; Special Members Course).

1999 Admitted to the German bar ("Rechtsanwalt").

1997 College of Europe, Hamburg, Germany: Post-Graduate Degree, "European Integration and International Economic Relations – European Single Market: Audiovisual Media and Telecommunications".

1990-1996 Universities of Tübingen & Hamburg, Germany, Law (sabbatical in 1994; cf. infra).

Voluntary Professional Work

2016- Co-Founder, Tech North Advocates

2012-2013 EMEA Board Member, MEF. Seconded by BlackBerry. Member of the Global Marketing Committee. (Resigned when left BlackBerry)

2011- Co-Founder, Mobile Monday Manchester

2011- Expert, Apps for Good

2010- Governor, The Fallibroome Academy, UK, Comprehensive School. Fallibroome is one of England's leading comprehensives, repeatedly judged "outstanding" by the independent OFSTED body and in the first cohort of National Teaching Schools. Chairman of the Parents Governors Committee. Member of the Curriculum and National Teaching School Committees. Member of the Appeals Panel.

2009-2014 Co-Organiser TEDx Youth @ Manchester, the World's first TEDx youth event.

2003-2005 Board Member, German-Maltese Chamber of Commerce, Malta.

1994 VP Marketing, ELSA International; Member of the International Board of ELSA, Brussels, Belgium.

- Obtained consultative status with UNESCO and entered into agreement with UNHCR. Initiated collaboration with ECOSOC and UNCITRAL.
- Initiated contribution to participation in the UN World Summit for Social Development (in Copenhagen 1995; ELSA participated in the NGO Forum).

Personal Details

Nationality: German

Languages: German (mother tongue), English (native fluency), French (basic).