

CEO, Beisheim Holding Schweiz AG

Founder of Scout 24



### **Joachim Schoss**

Since he was 26 years old, Joachim has built up several companies from scratch to an aggregate exit value of more than 200 million. In addition, he was CEO of a group with more than 5,000 employees.

He will open up his personal views and share some insights about this entrepreneurial success story. You will learn about the right business models and strategies, about growth from zero to a thousand employees, about do's and don'ts, but mainly about people, motivation and about the quality of will power.

Joachim Schoss is the founder of Scout24 and several other companies.

He started his career at an international management consulting firm in 1986. In 1990 he founded TellSell Consulting, a consulting company focused on innovation in marketing and sales, where he served as CEO. He sold the company successfully in 1996 to the Beisheim-Group. Besides TellSell, in 1993, he was one of the founders and major shareholders of Telcare in Wilhelmshaven, a callcenter company. Telcare grew rapidly to 350 employees and was merged in 1997 to the Nasdaq-listed Sykes Enterprises.

Later in 1997, he founded ImmobilienScout in Berlin and established in 1998 - together with the Beisheim-Group - the holding company Scout24 AG. Joachim was the biggest private shareholder and the first CEO of Scout24 AG. The Scout24-Group became the market leader in the German-speaking region as a marketplace on the web for cars, real estate, finance, friends and jobs. Scout24 was sold to T-Online in 2003 for 180 million.

In January 2000, Joachim was appointed CEO of Beisheim Holding Schweiz AG, which was the major shareholder of Scout24 and several other companies.

After a serious injury from a traffic accident in late 2002, and after Scout24 was sold, he retired as CEO of BHS in December 2003.

Because of his continued support for young entrepreneurs, Joachim was named "Business Angel of the Year 2002" in Switzerland.