

Niels Hansa

Senior IT & AI Manager

"Bringing people and innovation together is my passion"

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Location: Vienna, Austria



Professional Profile

Senior IT executive with more than **20 years of experience** in **information technology, digital transformation**, and management of **complex IT landscapes**. Proven track record in **implementing complex projects** for small and medium-sized **enterprises, large corporations**, and **Austrian federal government agencies**, including **managing project budgets** exceeding €450,000 and **leading cross-functional teams** of up to 25 professionals. Specialized expertise in **artificial intelligence, cloud infrastructure**, and **project management**.

Technical & Professional Competencies

AI & Cloud Technologies

- **AI Strategy & Implementation:** AI implementation roadmap, business process design, requirements analysis
- **AI Technology:** AI system architectures, LLM integration, prompt engineering
- **Cloud Platforms:** Microsoft Azure, general cloud infrastructure design, enterprise system architectures

Leadership & Soft Skills

- **Leading cross-functional teams** (up to 25 employees)
- **Quick comprehension** and **clear communication**
- **Stakeholder engagement** and **change management**
- **Completing projects and tasks** while **guaranteeing results and quality**

Project & Product Management

- **Areas:** Digital transformation, process automation, change management
- **Methods:** Design Thinking, Agile/Scrum, DevOps, CI/CD, SDLC
- **Tools:** MS DevOps, Jira, Confluence, MS Project, MS Office 365, Google Workspace

Enterprise IT Management

- **Service Management:** ITSM, vendor management, contract negotiation
- **Digital Transformation:** Strategy implementation, cloud migration, operational efficiency improvement
- **Industry Knowledge:** Information technology, telecommunications, manufacturing, financial services, energy, government agencies

Certifications & Continuing Education

AI & New Technologies

- **Quickstart: LangSmith Essentials** - LangChain (2026)
- **Introduction: PMI Certified Professional in Managing AI (PMI-CPMAI)™** - Project Management Institute (2026)
- **Artificial Intelligence for Project Management** - Oxford Home Study Center (2026)
- **Beyond GenAI: Large Language Models Explained** - AI Factory Austria (2026)
- **Elements of AI** - University of Helsinki (2025)

Leadership & Innovation

- **Ashoka Visionary Program** - Social Innovation & Leadership (2020-2021)
- **High Potentials Leadership Program** - Hernstein Management Institute (2006-2007)

Professional Training

- **Business Negotiations Excellence** - Engarde (2014, 2015)
- **Strategic Selling Training** - T-Systems/DTAG (2010)
- **Powerful Presenting** - SpeakFirst (2013)

Languages

- **German:** Native speaker
- **English:** Fluent (C1/C2) – Business negotiations, technical documentation, presentations

Professional Experience

talentify | Senior Digital Transformation Consultant

February 2020 - Present | Vienna

Leading digitalization projects for Austrian federal government agencies and private sector clients.

- **Leading a digital transformation project for the Ministry of Education** (cloud-based solutions for 50,000 students at 1,600 educational institutions)
- **Leading a process digitalization project for the Ministry of Social Affairs** (simplifying benefit payments for 75,000 social benefit recipients, efficiency improvement of more than 30%)
- **Leading the innovation project "Digitale Lernwerkstatt" for the State of Lower Austria** (coordination of 15,000 learning units from 300 tutors for 3,000 families)
- **Managing a project portfolio** (annual volume exceeding €450,000)
- **Leading cross-functional teams** of up to 25 experts
- **Implementing agile methods** (reducing delivery times by 20% through Azure cloud infrastructure and standardized processes)

vendosolutions | Head of Operations

July 2019 - January 2020 | Vienna

Leading sales and marketing initiatives for partner brands across Europe.

- **Leadership responsibility** for 6 account managers (sales, marketing)
- **Managing and optimizing business processes** to achieve goals
- **Maintaining customer satisfaction** above 90%

Further Career History

Life Labs Education / lila.school | Founder & Managing Director (June 2018 - July 2022)

- Establishing an educational institution with €60,000 initial EU funding (Erasmus+)
- Organizational development applying Design Thinking
- Hiring and leading a team of 9 education experts

Tieto Austria (TietoEVRY) | Enterprise Account Manager (August 2016 - April 2018)

- Achieving 124% of target with newly generated contract value of €4.2 million
- Acquiring customers from banking and telecommunications sectors

Stored Value Solutions | Business Development Manager (July 2013 - May 2016)

- Expanding market presence in 4 markets (Germany, Switzerland, Austria, Netherlands)
- Increasing annual revenue by 18% through new customer acquisition

EMC² (Dell Technologies) | Account Executive (March 2011 - June 2013)

- Achieving 127% of target with revenue of €13 million over 2 years
- Closing an infrastructure modernization project worth €4.9 million with a leading Austrian telecommunications provider

T-Systems (DTAG) | Various Positions (June 2001 - November 2010)

- **Business Unit Operations Manager** (2008-2010): Sales management in Czech Republic and Poland with annual EBIT of €12 million
- **Senior Product Manager** (2005-2008): Launching innovative products with annual revenue of €4.5 million
- **Project Manager & Business Development** (2001-2005): Implementing IT infrastructure projects with values up to €500,000

PlanetLAN GmbH | Founder & Managing Director (November 2000 - March 2002)

- Building a marketing agency from startup to 8 employees within 18 months

Education

Master of Social and Economic Sciences (Magister rer. soc. oec.) - Vienna University of Economics and Business

- Specialization: Business Informatics & Information Management

Volunteer Work

TEDAI Vienna | Speaker Liaison & Stage Manager

February 2024 - Present | Vienna

Organizing the European TED conference on artificial intelligence with over 1,100 participants.

- Establishing the only TED conference on AI outside the US
- Acquiring and coordinating 60 international AI personalities and research institutions
- Achieving NPS participant satisfaction of 71 while leading cross-functional teams of volunteers and professionals
- Generating over 7.5 million views of TED talks

Free School Hofmühlgasse | Board Member & Treasurer

November 2021 - October 2025 | Vienna

Board member responsible for financial strategy and digital infrastructure at an alternative educational institution.

- Managing an annual budget exceeding €440,000
- Securing over €560,000 in public funding over a 4-year term
- Establishing a long-term model for financial sustainability
- Implementing an open source cloud platform (NextCloud) to improve collaboration