



Beat Schillig

**venturelab c/o IFJ Institute for Young
Entrepreneurs**

Managing Partner

Since 2004, Beat Schillig has headed the Swiss-wide consulting and training programme «venturelab» as general contractor on behalf of CTI, the Swiss Confederation's innovation promotion agency. In close cooperation with the Swiss Federal Institute of Technology Zurich, universities and advanced technical colleges, «venturelab» conducts tailored training modules to promote innovative start-ups, and to sensitise students to the theme of entrepreneurship. To date, more than 5,500 people from all over Switzerland have attended venturelab course modules.

As both a Business Angel and occasionally as a board member, he has personally accompanied a dozen young companies throughout their founding and development. Together, these start-ups have created hundreds of jobs and generate an annual turnover of some 100 million Swiss.

Upon completing a marketing degree at the University of St. Gallen in 1990, Schillig began his professional career as a project manager for strategic implementation with a major Swiss textile firm, followed by a post in international business development (South America and Eastern Europe) in the IT/telecommunications sector.

From 1994 to 1999 he worked as a corporate consultant for Dr. Pius Küng & Partner, where he advised and managed key clients with additional focuses on strategy and marketing. It was within the scope of this consulting activity that he began overseeing special courses for young entrepreneurs and discovered his passion for free enterprise.

Since 1999 Schillig has been a managing partner and member of the board of directors of the Institute for Young Entrepreneurs (IFJ). He has grown the institute from a 10% part-time post to a Switzerland-wide centre of excellence with some 20 staff members and a unique service package for company founders.

In addition, Schillig has 12 years of experience as a lecturer at the University of Applied Sciences in St. Gallen and five years' experience teaching diverse marketing and sales management courses (SAWI, University of Berne and others). Today his teaching activities are limited to postgraduate courses at the University of Applied Sciences in St.Gallen and venturelab courses at the Swiss Federal Institute of Technology in Zurich, the University of St.Gallen, the University of Basle, the University of Berne and the Zurich University of Applied Sciences in Winterthur (ZHW). Beat Schillig has authored numerous specialist books and CDs on the topics of business plans, strategy and key account management.

Born in 1965, Beat Schillig is married and has two children. He is an avid sailor and speaks German, English, French, Spanish and Portuguese.