PETER KASTLUNGER, EMBL (HSG), M.Sc., B.A.
Executive Master in International Business Law (HSG, University of St. Gallen).
Program on Negotiation (Harvard Law School).
Master of Science (Humboldt University Berlin & Copenhagen Business School).
Bachelor of Arts Communication Science (University of Vienna).
Certified Scrum Master.



PERSONAL DATA

Nationality: Italian.
E-Mail: peter@kastlunger.org
LinkedIn: linkedin.com/in/peter-kastlunger

PROFESSIONAL EXPERIENCE

10/2021 - Present **Telefónica, Senior Manager Portfolio & Asset Management, Frankfurt/ Munich/Düsseldorf.**
- Portfolio and asset manager for the commercial asset and real estate portfolio in Germany.
- Responsible for diverse asset and share deals.
- Contract negotiations with investors, shareholders, owners, tenants.

04/2019 - 09/2021 **Freshfields Bruckhaus Deringer, Global Client Relationship Manager for M&A/Transactions, Frankfurt.**
- Business development for the M&A practice (private M&A, public M&A, private equity, restructurings and insolvencies).
- Project lead for internal and external client projects and digitalization initiatives.
- Responsible for global client products and marketing campaigns for Asia, USA, UK, and Europe (e.g. "Freshfields M&A Monitor").
- Client relationship manager for a global banking client.

12/2012 - 04/2014 **Accenture Strategy, Strategy Consultant (Senior Consultant, Team Lead), Frankfurt.**
- Project lead and PMO manager at financial institutions in Germany.

09/2007 - 03/2019 **Deutsche Bank AG, Graduate Trainee, Associate, Project Manager, Frankfurt.**
- 2018-2019: Independent project lead for omni-channel and digitalization project in retail banking.
- 2016-2017: Independent project lead for a business development project in securities processing.
- 2013-2014: Team leader in BaFin's largest bank audit project.
- 2011-2012: Management reporting for the Senior Management and Group Executive Committee of Deutsche Bank for the Private & Business Clients division.
- 2010-2011: Trainee in private banking.
- 2007-2008: Intern and working student in private and business clients at norisbank.

EDUCATION

06/2016 - 12/2018 **University of St. Gallen (HSG), EMBL in International Business Law; Degree: EMBL (HSG); GPA: 5.4/6.0**
Completed modules:
- Finance (Six Swiss Exchange, Zurich).
- International Management & Business Law (HSG, St. Gallen).
- Mergers & Acquisitions (Gleiss Lutz, Frankfurt).
- Doing Business in China (Fudan University, Shanghai).
- International Taxation (NYU, New York City).
- Competition Law (Freshfields Bruckhaus Deringer, Brussels).
- Law, Lobbying and Litigation (WTO, Geneva).
- Litigation and Lobbying (EFTA Court, Luxembourg).

11/2020 **Harvard Law School, Program on Negotiation.**

	Module: "Harvard Negotiation Master Class."
06/2017	**Harvard Law School, Program on Negotiation.** **Module: "Secrets of Successful Dealmaking."**
10/2005 - 10/2009	**Humboldt University of Berlin, Business Administration.** **Degree: Diplom-Kaufmann (M.Sc.); Grade: 2.3 (Top 20%).**
02/2008 - 05/2008	**Copenhagen Business School (CBS), Erasmus.**
09/2002 - 09/2005	**University of Vienna, Communication Science.** **Degree: Bachelor of Arts (B.A.); Grade: 1.8 (Top 10%).**

ACADEMIC ENGAGEMENT
06/2026 - **International Negotiation Competition 2026** - Judge in negotiation world cup in Halifax (Canada).
07/2025 - **IBA-VIAC CDRC Mediation & Negotiation Competition** - Judge in negotiation competition in Vienna (Austria).
06/2025 - **International Negotiation Competition 2025** - Judge in negotiation world cup in London (UK).
06/2024 - **International Negotiation Competition 2024** - Judge in negotiation world cup in Manaus (Brazil).
04/2026 - **Italian Negotiation Competition 2026** - Judge in Italian negotiation competition in Rome (Italy).
04/2025 - **Italian Negotiation Competition 2025** - Judge in Italian negotiation competition in Rome (Italy).
04/2024 - **Warsaw Negotiation Round 2024** - Speaker and judge at international negotiation competition in Warsaw (Poland).
05/2020 - today: **Digital Business University of Berlin (DBU),** regular speaker and lecturer.

SOCIAL ENGAGEMENT
10/2006 - 11/2008 - **Humboldt-Forum Wirtschaft e. V. Berlin,** head of the communications team & board member.

LANGUAGES
German, Italian (native); **English** (fluent); **Portuguese** (fluent); **French** (basic knowledge).

OTHER SKILLS
Graduate Record Examination (GRE, 2007): 740/800 (quantitative), 4.5/6.0 (analytical)
Certified Professional Scrum Master (scrum.org), Microsoft Windows & Office, Apple Macintosh OS X, SPSS, Bloomberg.

WORKSHOPS & TRAININGS
Accenture "Strategy College" in St. Charles (USA), Deutsche Post World Net Inhouse Consulting "Business Unit Restructuring Workshop" in Berlin, Goethe Business School "Fundamentals of Finance 2"-Zertifikat in Frankfurt, McKinsey/Hering Schuppener "Kommunikation bei M&A Prozessen" in Frankfurt.