

Robert Birkner

Founder. Executive. Business Leader.



Summary

A proven leader with over 20 years' experience running and operating successful businesses with diverse teams across multiple locations in fast paced markets. A solid technical understanding and a passion for technology. A collaborative leader with exceptional interpersonal skills.

Employment History

LJRM Legacy Investments Inc – April 2023 – Present

Co-Founder and Managing Partner

LJRM is a business that seeks to invest in SMBs in order to help them scale their business. LJRM is passionate about giving back. We are committed to giving back to the community in a meaningful way. At LJRM we are exploring different industries and drive to raise the bar in terms of excellence, while contributing to the growth and success of others.

CentralNic Group PLC, 03/2020 – 03/2023

Head of Managed Online Presence, 06/2022 – 03/2023

Head of Centralnic Reseller Division, 03/2020 – 05/2022

In my role as the Head of the Reseller Division I was responsible for:

- P&L of the entire Wholesale Division, which entailed overseeing a number of companies across different locations
- Defining and implementing the strategy of the division based on market developments
- Overseeing Sales and Marketing activities to ensure growth are in line with expectations with a keen eye on gross profit margins
- Ensuring good coordination across all functional teams to deliver the divisions results

In June 2022, I was promoted to the Head of Managed Online Presence, which broadened the above responsibilities to include additional divisions: Registry Services, Corporate Domain Services and Wholesale

HEXONET Services Inc & 1API GmbH, 02/2009 – 08/2019

Chief Strategy Officer and Founder

In my role leading both the distribution channel (HEXONET) and the ICANN accredited registrar (1API GmbH) I was responsible for:

- P&L for all companies across two locations
- Financial planning in collaboration with external accountants
- Responsible for business & product strategy
- Sales & Marketing responsibility for delivering the expected P&L and growing the company to more than 4M Domains under Management at sale in 2019

DoMEn - .ME Registry, 06/2006 – 01/2009

Director International Sales

Responsibilities at DoMEn:

- Registrar Relations/Sales for the roll-out and initial launch of .ME globally
- Coordination of various registry projects that had a direct impact on revenue and registrations
- Revamp of the entire .ME Registry website

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Employment History, Continued

DoMEEn - .ME Registry, 06/2006 – 01/2009

Director International Sales

- Definition and implementation of Premium Domain Auction Strategy, which included the creation of parked pages for all premium domains (non-monetary), creation of a strategy for the release of premium domains, negotiations with various different auction providers and participation in domain auctions.

Hostway Corporation / DomainPeople Inc., 06/2006 – 05/2008

General Manager Hostway Canada, 09/2007 – 05/2008

General Manager Domain People Inc., 06/2006 – 05/2008

Director Global Domains Hostway Global, 06/2006 – 05/2008

- P&L responsibility for all Domain Activities in North America through all Brands
- Responsible for creating and establishing a GlobalDNR Group based out of Vancouver, Canada
- Provided guidance and assistance to international locations
- Coordinated the accreditation of various additional ccTLDs for distribution worldwide
- Managed a solid team of Engineers, Product Managers and Product Marketing Specialists

Key-Systems GmbH, 03/2001 – 05.2006

Director of Sales & International Business, 03/2003 – 05/2006

Key Account Manager, 03/2001 – 03/2003

- Responsibility for the reseller division RRPproxy.net and P&L
 - Negotiated Agreements with large players in our industry to utilise the reseller system, negotiating terms and conditions
 - Coordinated the creation of the third business division of Key-Systems, ISPproxy.net
 - Close cooperation with TLD Registries to negotiate potential promotions
 - Attendance at various international industry events, incl. ICANN and Registry meetings, representing Key-Systems globally
 - Structured internal processes in order to minimise costs
 - Coordinated all Financials & HR of the organisation
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Education

BA from University of Heilbronn Germany in International Business and Intercultural Studies in 2000.