



Norbert Grupe

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OVERALL BACKGROUND AND OBJECTIVES:

Financial Business Executive offering extensive background in planning and realizing complex and diversified financial projects. Hands-on experience in logistics and operations management secured success of such projects. Skilled in designing, implementing and tracking the effectiveness of financial programs in the U.S. stock-market industry to enhance program productivity and profitability. Qualified through the challenges of national and international assignments, where overall experience and accomplishments enabled client companies to plan and achieve their objectives . Working strictly on a performance oriented consultancy basis.

HIGHLIGHTS OF CAREER:

- * Over 20 years of active involvement in the U.S. Financial Industry, ranging from ownership of a seat on the Chicago Mercantile Exchange (CME) to running the Financial Futures part of an U.S. - based Hedge-Fund providing above average returns for its participants through development and application of proprietary 'Pattern Recognition Trading' strategies and software.
- * Initiating, planning, and creating extensive financial floor-plans in multiple joint ventures with various financial groups specializing in aircraft and aviation project-financing of substantial size.
- * Early experience and contacts gained in the Financial Industry as an investment banker with PRUDENTIAL BACHE in New York (formerly BACHE, HALSEY, STUART) and MERILL LYNCH in Chicago.
- * During university days establishment of ALONA SA, a yacht charter company based in Palma de Mallorca, Spain, thereby early dealing with logistics, legal and administrative aspects, and operational considerations under adverse conditions like foreign jurisdiction, different language and/or cultural environment.
- * Active 27-year flying experience gained as holder of US, International, and German pilot licenses including Airline Transportation License (ATP) with jet type ratings for Lear and Citation.

PROFESSIONAL QUALIFICATIONS:

- * University background in law and economics enables problem identification and – resolving in diverse areas.
- * Skills in use of mathematical models in combination with highly developed computer literacy, including programming skills, enable utilization of computer simulation models for application of multi-objective decision analysis to optimize risk-reward relationships.
- * Years of outstanding track record leading people, managing people and developing from subordinates, successful leaders under varying language environments (English, German, French).

**EMPLOYMENT
HISTORY:**

1995 - present: President and CEO of INNOVATIVE TECHNOLOGIES OF AMERICA (IAT Inc) and CEO EL TORO CONSULT SL (Spain) since 2002.

1989 - 1994: President and CEO of MIM Maximum Int'l Marketing, Inc. San Francisco, California, USA

1983 - 1989: Managing Director of INVEST CONTROL, a Luxembourg Company managing an International Financial Futures Fund.

1979 - 1981: Account Executive with BACHE, HALSEY, STUART, New York

1976 - 1981: Founder, President and CEO of ALONA YACHT CHARTER

1981 - present
2001 - present: Founder and CEO of EL TORO Consult Inc., USA
Founder and CEO of EL TORO Consult SL, SPAIN

EDUCATION:

1955 - 1959: Katholische Grundschule, Hamm, Germany

1959 - 1964: Jesuiten-Kolleg St. Blasien, Schwarzwald, Germany
Graduation: Mittlere Reife

1964 - 1967: Mathematisch-Naturwissenschaftliches Gymnasium, Hamm
Graduation: Abitur

1967 - 1974: Westfaelische Wilhelms-Universitaet, Muenster, Germany
(Law and Economics/International Business)

1974 - 1976: University of California UCLA, San Francisco
(Law and Economics/International Business)