



## AT TORQ.PARTNERS

### LEVEL:

Principal

### SPECIALIST FOR:

Turning the back office into a value engine: scalable, pragmatic, impactful; M&A, Financing solutions, Corporate Legal, Restructuring (in distress)

### BUSINESS MODEL EXPERTISE:

InsurTech  
FMCG  
Mobility  
Health  
Financial Services

### PAST KEY CLIENTS:

myneva, M1 Kliniken AG, eCapital VC

### SPECIAL SKILL:

I strongly believe in the power of the team, added by analytics, reasoning and the right amount of fun

### WITH TORQ SINCE:

2025

## EDUCATION

**Diploma Business Administration and Statistics, University of Mannheim**

## NICE TO KNOW

### MOTTO:

Nothing is Stronger than a Bold Idea.

### MOST IMPORTANT EQUIPMENT:

Claude Cowork

### HOBBIES:

Sports (Tennis, Sailing, Fitness)  
Cooking  
being a good listener to friends

# Mario Knape

Interim CFO driving financial transformation for start-ups and scale-ups with focus on automation, FP&A & fundraising

## CONSULTANT PROFILE

- ✉ mario.knape@torq.partners
- 🗣 German, English, French, Portuguese, Swedish
- 📍 Berlin

[LINKEDIN PROFILE](#)[MEETING LINK](#)

## PAST PROJECTS

### Project Lead at a SaaS company (€50M ARR) in the health sector

Responsible for redesigning the end-to-end invoicing process and implementing a revenue forecasting system.

### Interim CFO at a SaaS company (€4M ARR)

Re-design of budgeting and mid-term planning processes, month-end closing and reporting, cash flow management, investor communication

**Project management for various financial and tax due diligences across SaaS, food/beverages, and manufacturing sectors.**

## WORK EXPERIENCE

### CFO, Onomotion GmbH, 100 employees, ca. 5m revenues, 1.5 years

- Introduction of controlling (FP&A) and performance management function (KPI based, integration of ERP processes and various data layers) incl. rolling liquidity analysis and management
- restructuring program to sustainably reduce costs (~50%) and strengthen sales function (e.g. automation and web integration via Hubspot / ERP API)
- Financing: successful bond issuance (WKN A30VG1); implementation of series B financing round incl. pitch deck, data room preparation and addressing potential investors

### CFO (interim), M1 Med Beauty GmbH, Berlin, ca. 300 employees, 35m EUR revenues, 0.5 years

- Introduction of structured data collection and analysis of 50 decentralized units (partially international) and support functions incl. performance management
- Cost cutting via process redesign, automation and partial outsourcing (e.g. expense management, factoring, travel management)
- Optimization and daily execution of liquidity and FX-management

### CFO, Veganz Group AG, Berlin, ca. 100 employees, 25m EUR revenues, 3 years

- Member of the executive board responsible for Finance, Legal, HR and IT
- internal and external reporting (German GAAP); corporate planning and forecasting; liquidity management; comprehensive responsibility for restructuring liabilities (e.g. maturity extension), including the issue of corporate bond (volume: EUR 10 million; WKN: A254NF); structure and manage process for raising fresh equity (preparing IPO)
- business transformation in various dimensions incl. legal setup (GmbH -> AG)

### Various roles with Wüstenrot & Württembergische AG, Stuttgart, >10.000 employees, >5bn EUR rev., 12 years

- Controlling function in insurance subsidiaries; asset liability management; internal and external reporting (German GAAP, IFRS)
- Conducting various M&A projects incl. market analysis, target selection and valuation (buy and sell side)
- Lead project management, e.g. introduction of German regulatory regime (Solvency II) and built of D2C insurance subsidiary (www.adam-riese.de)

**LEADERSHIP EXPERIENCE:** >10 years

## TOOL EXPERTISE

### ACCOUNTING TOOLS

DATEV (Kanzlei-)Rechnungswesen  
DATEV UO  
Microsoft Dynamics  
Microsoft Navision / Business Central  
Netsuite  
Odoo  
SAP  
SAP Business One  
Weclapp  
Xero

### REPORTING TOOLS

Lucanet  
Jedox  
Power BI  
SQL  
VBA

### OTHER TOOLS

Airtable  
DocuSign  
Google Sheets  
Agicap  
Asana  
Candis  
Google Workspace  
HubSpot  
make.com (ehem. integromat)  
Microsoft Excel  
Microsoft Powerpoint  
Miro  
Notion  
Salesforce  
Spendesk