



Member Interview



Name	Andreas Teufl
Nationality	Austria
Hometown	Frankenmarkt (Upper Austria)
Education	HAK Neumarkt/Wallersee WU (Vienna University of Economy and Business)
In UAE since	2001
Employer	Austroconsult
Positions	Commercial Manager Chairman of the Dubai Ski Club
Hobbies	Discover all kinds of new things: new countries, new food, people, cultures, myself... and that goes along with skiing, diving, kayaking, reading, tennis... The desert, mountains, forests and pastures... and in between 'dolce fa niente' (in essence the Wu Wei of Taoism, but sometimes also just lounging around) and starting all over again: eating, reading,...
Contact	Email: andreas@dubaiskiclub.com ; teufl@austroconsult.com www.austroconsult.com Facebook: @DubaiSkiclub

Q: Andreas, let's start with a very simple question. Is there anything that you are particularly proud of?

Andreas: Yes! I'm very proud of managing a Ski Club in the middle of the desert, which is really very unique and also a lot of fun.

Q: Can you tell us a little bit more about your personal life? The time before you came to Dubai?

Andreas: During my studies in Vienna, I worked as a freelancer in a Project Management company; then I founded a company that provided project management services for various companies; one of them was Austrian Energy at that time. For them, I managed a project in Bahrain in 1999 – 2000, which brought me into this region. After that, I got an offer from Deutsche Babcock in Abu Dhabi in 2001. They asked me if I wanted to become their Commercial Manager and then I decided to move down here.

Q: Currently you are working in Austroconsult, but what happened from the time you reached Abu Dhabi and now?

Andreas: I worked 8 years in Deutsche Babcock Abu Dhabi and then decided to change my direction a little bit. I got a call from my friend here, who was the General Manager for Austroconsult LLC; he needed a manager for a project. And then I switched to Austroconsult LLC as a Commercial Project Manager. In late 2008, my business partner and I bought the Austroconsult LLC. Actually, the Austroconsult GmbH in Vienna was a family business, founded in 1973, but the family wanted to sell the company. We ran the company down here very successfully and we got a good offer from the family and since that time we are running the company as owners.

Q: What are the services Austroconsult is offering?

Andreas: Austroconsult in the Middle East, Central Asia and Africa is mainly providing information-communication-technology (ICT) services. We also provide security services meaning IT security and communication security. We mainly work in the infrastructure business, so our clients are normally ministries and telecommunications company, but we also had a lot of projects with the police and ADNOC. Lately, we had to move our business a little bit further away to Central Asia; currently, we have a big contract in Turkmenistan but we are also trying to get business in Africa. We are working on a contract in Ethiopia, which looks very interesting to us. As everyone knows the golden times here in Abu Dhabi and in the Middle East are not so golden anymore, so we have to venture out and expand our business geographically. But Abu Dhabi is still a very good point to stay and to keep our company because it is in the middle between Africa and Central Asia so it's very convenient for us to travel.

Q: What is your specific role in your company? What is your day to day activity?

Andreas: Mainly management of our projects; which includes all the communication, project and contract management and the financial management of the projects. We are a small company. Everyone has to do everything.

Q: What can you tell us about the Dubai Ski Club?

Andreas: The Dubai Ski Club was founded by Lars Ipland, a Swedish Airline Captain for Emirates, He was a very keen skier in Austria, who wanted to create a social club. He asked me if I am interested to work with him and be his race manager. Ski Dubai was opened in 2005 and of course I was very interested because it is an opportunity to enjoy my favorite hobby, which is skiing. We ran this Ski Club and organized races and training sessions. In 2010, Lars wanted to sell the club. I bought it together with Martin Dolezal, the President of the Vienna Ski Instructor Association (Snowsports Academy) and since then we are running the Ski Club in Dubai, which is a lot of fun.

Q: What are the activities you are doing in the Ski Club?

Andreas: Mainly we are providing training possibilities in Ski Dubai. We also organize two or three times a year a race. The trainings are on the second and last Saturday of every month from September until June. As in July and August nobody is in the country, we normally take a break. We actually provide training possibilities for Slalom which is quite fun and also Giant Slalom which is quite challenging and it's a good possibility to work on the technic. And the races are a lot fun, too. There are lot of people and a lot of different nationalities. We also organize our Nations Cup where different countries compete against each other; this is our traditional championship every year in November. We have a lot of members who are already members since the beginning. It is a good possibility to keep skiing the whole year. As you know, Austria is not too far away but far enough that you can't go skiing every weekend and this gives me and others the possibility to do it.

Q: You offered to organize a ski-race for the Austrian Business Council in May, but for obvious reasons we had to cancel that event. What other benefits can members of the Austrian Business Council avail of?

Andreas: I wanted to work a little bit closer with the Austrians down here in the UAE. A lot of them still don't know that the Dubai Ski Club exists. I want to take this opportunity to offer the members of the ABC a special discount. The membership in the Dubai Ski Club will cost only AED 100 per year instead of AED 300. The membership entitles for a 20% discount on the Ski Dubai slope passes and you can enter for 3 hours instead of 2 hours. We also have a deal with the "Apres Ski" Bar in the Mall of the Emirates where you get 20% discount on Food and Beverages. And we are still working on more discounts....

Q: I hope that everybody who is a skier will sign up to Dubai Ski Club and that hopefully very soon we will meet on the slopes of Ski Dubai and race against each other. Andreas, thank you very much for the interview.

Andreas: Most welcome. Thank you.