

ABOUT NIKOLAUS KIMLA



Theologian, technologist, entrepreneur
and visionary.

Founder and Managing Director of **uptime ITechnologies GmbH**, who has supported the Austrian IT landscape since its inception in 1994. Nikolaus's work at uptime has included the use of synergies, the taking of new paths, the allowance of new ideas, and the setting of new standards. Also responsible for **World Check**, the banking financial crime prevention software used today by most of the world's banks **bought by Thomson Reuters**.

Initiator of the independent business platform **Go Ahead!**, which is based on the principles of the free market economy in the sense of a liberal and socially responsible responsibility.

The primary factors of **Go Ahead!** include: combining people with people, strengthening the confidence of entrepreneurs in the freedom of values, self-responsibility, entrepreneurial spirit, and sharpening awareness and creating initial incentives for healthy dynamism in the economy.

Mastermind behind the development of **Pipelinier CRM**, a software that empowers salespeople in the management of their opportunities and, moreover, seeks to bring a paradigm shift in sales management worldwide. Everything began in 2007 when Nikolaus, supported by a team of committed programmers, began developing this innovative sales software. Pipelinier is

rapidly becoming the backbone for sales pipeline management and helps companies of all sizes to better represent their future business.

CEO of Pipelinier Sales, Inc., the sales company for **Pipelinier CRM**. Pipelinier Sales has doubled its revenue every year since its inception. Pipelinier's marketing arm has created a remarkable global presence both for the product Pipelinier CRM, and for **SalesPOP!**, its **online multi-media magazine** quickly becoming the go-to place for new directions in sales, sales management, entrepreneurship and leadership.

Author of over 100 ebooks on sales, sales management, entrepreneurship and leadership. Additionally the author of **hundreds of articles and blog posts** on these and other topics.



Kimla studied Protestant Theology in Los Angeles and Vienna, graduating with a Master's Degree.

He is married and father of 3 children.