



Doctoral Candidate **Martin A. Moser**

Martin A. Moser was born in May 1987 in Mödling, Austria. After finishing his high school education at the Higher Technical Institute Mödling (Electronics and Telecommunications Technology) in 2006, he went on to study Industrial Engineering at the University of Applied Sciences in Wiener Neustadt and at the Thompson Rivers University in Canada, while starting his professional career in the Pharma Division of Constantia Flexibles as a Quality Manager in April 2011.



He completed his studies with a master's degree in 2012 and switched to the Product Development & Application Engineering department as deputy head of the department. In 2015 he started his second master's programme at the University of Applied Sciences in Wiener Neustadt in Sales Management. In addition to his job of the time, he took on the responsibility of Technical Key Account Manager for two large pharmaceutical corporations and enrolled in the International Joint Cross-Border PhD Programme in International Economic Relations and Management, organized in collaboration with the University of Applied Sciences Burgenland.

After graduating again from the University of Applied Sciences Wiener Neustadt in 2017, he was promoted to Pharma Hub Cluster Development Manager in the beginning of 2018, supporting the management of all operational and production activities in the four international production sites of the Pharma Hub Cluster of Constantia Flexibles. He enrolled in his third master's programme (MBA in Financial Management) at the Middlesex University London end of 2018, completed a course about Leadership Principles at the Harvard Business School, and finished his doctoral studies with a dissertation about the impacts of Customer Relationship Management (CRM) on the development of corporations in May 2021.



Public defence of his doctoral dissertation with the title
**Impacts of
Customer Relationship Management (CRM)
on Development of Corporations**

was virtually held at the University of Sopron,
Alexandre Lamfalussy Faculty of Economics,
on Friday, May 14th 2021 at 09.00 am.