



Jörg Tritten—Hedge Fund Manager

Physical

He's 5'10" with dark hair just beginning to recede and show signs of gray. At age 46 he looks like a no nonsense kind of guy with a squint and a little furrow between his eyes, as if he's looking into the sun. Clean-shaven but with a hint of five o'clock shadow, he looks like a man in control of his life and the situations that come into his life. His lips are thin, but dimples appear when he looks like he might break into a smile. He lives in Geneva, Switzerland. He and his wife Corine have two children.

Role

He's a hard-to-handle challenger and, eventually, an ally to Kyle. He tends to take charge, which leads to disagreements and arguments with Kyle.

Problems & Challenges

Jörg doesn't see business challenges; only opportunities to be evaluated for risk.

Personally, he's challenged by his wife and family to spend more time with them. While he's wealthy and can afford lavish vacations, he works through most of them with a cell phone glued to his ear. He's a workaholic. Making money is his first and most important goal because it gives him a sense of accomplishment, self-worth and success.

Accomplishments

He's an engineer at heart and earned an electrical engineering degree. He invented a medical device that earned him a patent. The events surrounding the patenting process grew his interest in business and investments. He went back to school and earned an MBA.

From grad school he took a position in a hedge fund as an analyst. After identifying several highly successful investments that made the fund a great deal of money, he began working toward managing a hedge fund. By the age of 30 he achieved that, and has been the manager of a [hedge fund](#) for 15 years. He invests in companies and has become a master at the process of growing, and then selling, those companies at huge profits.

His track record has made him a star among hedge fund managers. He's built a network of wealthy associates throughout Europe, the U.S. and around the world.

Behaviors, Motivations, Traits

Jörg is fearless in business and calculates risks both by intuition and more conventional risk management methods. He's won more deals than he's lost. He follows the "three circles" method for deciding what's in his best interest. One circle defines what he's passionate about; another, identifies what he's experienced at doing; the third includes only ideas that have highly profitable outcomes. He takes steps to engage in projects only where the three circles intersect.

He's not actively religious or spiritual. He doesn't think about such topics, but deep down, reserves an open space to consider what lies beyond his own life. He's a man of the world, looking to succeed in business and with his family.

He's serious, not given to joking around or laughing a lot. To him, most things are serious.

What Others Think of Him

People respect Jörg as a leader. He's generally considerate and thoughtful of others. However, people sometimes feel he's a bit overbearing; that he seems to think only his way is the right way.

Some find him argumentative, confrontational.

Jörg's wife is frustrated with him because he's a workaholic. She plays the role of wealthy wife and mother to two kids.

The companies he positions to buy have a healthy respect for him but also fear what will happen once he takes command should he decide to sell them off.