

N.N.

Skills Profile



Personal Details

Contact

Rheinpromenade 11
40789 Monheim am Rhein

Background

Birth: 20.10.1965, Ludwigshafen/Rhein
Marital status: Verheiratet, 2 Kinder
Diplom Betriebswirt (FH)



CORE COMPETENCY ORGANIZATIONAL DEVELOPMENT/ SALES

- Establishment, further development and economic responsibility for 3 locations of a listed IT company with a total of up to 30 employees and sales responsibility of up to EUR 5 million per year. Development of a competence portfolio in the areas of IT infrastructure, security, DWH/BI/Data Science as a basis for sustainable profitable growth.
- Overall responsibility as managing director of a medium-sized ISV during restructuring and reorganization.
- Strong sales expertise through various sales and sales management positions
 - Going-to-market strategies in the area of SaaS Expert Sales Service in the telecommunications market segment
 - Establishment of a sales organization and management of sales in the context of digital sales solutions
 - Development of controlling & reporting structures incl. corresponding KPIs
- Coaching in the area of management development & high potential promotion
- Workshops and training on various sales methodologies and leadership principles
- IT strategy development and operational roll-out for a medium-sized mechanical engineering company

CORE COMPETENCY IT

- Operational and commercial responsibility for the successful implementation of a major managed services project (IT Operations Management & PCI DSS Compliance) in the context of a large payment service provider with a total volume of approx. 11.5 million EUR.
- Development and management of consulting units in the areas of data center technologies, IT infrastructure, DWH/BI, data science, IT security, IT operations management
- Extensive hands-on experience in sales and (key) account management of IT solutions and products
- Many years of experience as an IT consultant and project steering board member in strategic projects

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PROFESSIONAL STAGES



ab 08/2023	<p>Partner and Management Consultant (Principal Consultant)</p> <p><u>IT Kombinat GmbH</u></p> <p>Investment company / IT consulting</p> <ul style="list-style-type: none">• Interim management• Development of controlling & reporting structures incl. corresponding KPIs• Acquisition of customers, employees, external employees and business partners• Establishment and development of the IT Infrastructure & IT organizational unit• Management consulting and project management• Coaching of managers• Organizational change management• Implementation of sales processes and methodologies
01/2015 07/2023	<p>Authorized signatory and Location Manager, Head of Professional Services</p> <p><u>mVISE AG (formerly conVISUAL AG)</u></p> <p>Medium-sized listed IT group with a focus on IT consulting and various subsidiaries with their own IT products</p> <ul style="list-style-type: none">• Overall responsibility for the Professional Services division with a total of up to 45 employees (internal & external)• Engagement Manager and commercially responsible for a strategic key account in the telecommunications sector• Planning and operational implementation of Sales as a Service concepts• Development of the IT consulting division at three German locations (Hamburg, Frankfurt and Munich) to approx. 30 IT consultants in the meantime• Integration of organizational units from partial transfer of a consulting unit of approx. 30 employees• Economic responsibility and portfolio development of a complex managed service in the area of payment service providers• Responsibility for setting up and positioning the sales organization for the SaleSphere solution area• Development of sourcing partnerships and nearshore relationships• Operational steering and project management in IT consulting projects for customers• Acquisition of consulting clients and operational management of commissioned sales services in the Frankfurt, Hamburg and Munich portfolios

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<p>03/2012 – 12/2014</p>	<p>Unit Manager Infrastructure & Security, Management Consultant</p> <p><u>7P Solutions & Consulting AG, Member of SEVEN PRINCIPLES</u></p> <p>Medium-sized and listed IT consulting company</p> <ul style="list-style-type: none"> • Development from Team Manager to Unit Manager within the Infrastructure & Cloud business area with overall responsibility for over 20 IT consultants in Frankfurt and Stuttgart • Development and management of a highly profitable consulting unit • Steering Board Member Location Frankfurt • IT strategy development and operational roll-out for a medium-sized mechanical engineering company • Responsibility for employee development, sales and account management • Management coaching for IT executives • Business coach for internal employee development • Tender management (public clients) • Solutions design infrastructure (patch factory)
<p>05/2011 – 03/2012</p>	<p>Interim Sales Manager & Senior Management Consultant</p> <p><u>Self-employed</u></p> <ul style="list-style-type: none"> • <u>Going to market strategy for a start-up company in the media/hosting sector</u> • <u>Freelance technical editor for the Cloud & Infrastructure sector</u>
<p>02/2009 – 04/2011</p>	<p>Key Account Manager, Managing Direktor</p> <p><u>ASDIS Solutions GmbH (formerly ASDIS Software GmbH)</u></p> <p>Medium-sized ISV in the field of automated software management and distribution</p> <ul style="list-style-type: none"> • Management of a medium-sized ISV with up to 35 employees • Investor Relationships • Turnaround after refinancing by new investor • Sales and customer management • Restructuring of software development and support • Restructuring of financial services • Conceptualization and realignment of solution sales
<p>10/2000 – 01/2009</p>	<p>Key Account Manager, Sales Team Lead, Sales Specialist CER</p> <p><u>BMC Software GmbH</u></p> <p>German branch of the Texan IT group BMC Software Inc., with a focus at that time on mainframe software, decentralized systems management software and business service management.</p> <ul style="list-style-type: none"> • Sales Team Leader Branch Cross Industry • Senior Key Account Manager (Mainframes and Decentralized Systems) <ul style="list-style-type: none"> ○ Focus customers in the vertical FBI incl. all major German banks

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	<ul style="list-style-type: none"> • Cross Platform Sales Manager for the sale of systems, infrastructure and transaction management system solutions <ul style="list-style-type: none"> ◦ Focus customers from the FBI and public sector for the Central European region
08/1999 – 09/2000	<p>Manager Strategic Accounts</p> <p><u>SDRC GmbH</u></p> <p>International ISV for software solutions in the area of PLM/PDM/CAD/CAM/CAE</p> <ul style="list-style-type: none"> • Development and management of a sales team in the area of strategically important SDRC customers from the manufacturing industry with direct reporting line to the management <ul style="list-style-type: none"> ◦ ThyssenKrupp, MAN, Siemens • Market development and business development in the cross-linking of strategic customers and American product development • Joined the organization as Key Account Manager for the Product Lifecycle Management product area
08/1997 – 07/1999	<p>Key Account Manager</p> <p><u>PTC (Parametric Technology Corporation)</u></p> <p>International ISV for software solutions in the field of PLM/PDM/CAD/CAM/CAE</p> <ul style="list-style-type: none"> • Support and implementation of the market launch and business development for a new PLM/PDM solution Windchill in the area of strategic customers (manufacturing industry) • Territory Account Manager for the CAD/CAM/CAE solution area (manufacturing industry)

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<p>1996 - 1997</p>	<p>Account Manager</p> <p><u>Informix GmbH</u></p> <p>International ISV in the field of database management software and architects</p> <ul style="list-style-type: none"> • Account Manager for the solution area of relational databases in vertical media and retail companies
<p>1993 - 1996</p>	<p>Account Manager Banking</p> <p><u>Siemens-Nixdorf AG</u></p> <p>International financial services provider & hardware</p> <ul style="list-style-type: none"> • Account Manager Deutsche Bank, Postbank, Commerzbank, Dresdner Bank and insurance companies for notebook/PC/server solutions of the newly founded production units at the Augsburg site for major banks and insurance companies • Entry as sales assistant in the area of major banks solution sales for the solution areas banks hardware front office (ATMs, automated teller safes, statement printers, printer concepts, filling solutions)
<p>1992 - 1993</p>	<p>Trainee: Siemens PPS System International Joint Ventures</p> <p><u>Siemens AG, Bruchsal</u></p> <p>Introduction of PPS systems (production, planning and control systems) at international Siemens joint venture partners</p> <ul style="list-style-type: none"> • Database and network support for the introduction and roll-out of the corresponding PPS systems • network management

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Studium

09/1987 – 06/1992	<p>Study business administration</p> <p><u>Fachhochschule Luwigshafen/Worms</u></p> <p>Degree program: Marketing/Human Ressources and Training/IT</p> <p>Diploma thesis:</p> <ul style="list-style-type: none"> • Design and realization of a CAS (Computer Aided Selling) software with C++ based on a relational database system • Evaluation: 1.7
1998 - 1992	<p>Studienbegleiten: Wissenschaftliche Hilfskraft</p> <p><u>Rechenzentrum der Universität Mannheim</u></p> <ul style="list-style-type: none"> • BS2000 • MS-DOS • Pascal XT (Mainframes) • Cobol (Mainframes) • Assembler <p>Operating Support, System programming in the area of dispatching, user support, PC Pool, Operating Support</p>

Weiterbildungen

ongoing	<p>Methodiken</p> <p><u>Softskills</u></p> <ul style="list-style-type: none"> • Rhetorik • Präsentationstechniken • Einwandbehandlung und Konfliktmanagement • Coaching und Mentoring • Prozesse Gruppendynamik • Workshops und Individualtrainings <p><u>Methods used</u></p> <ul style="list-style-type: none"> • <u>MEDDIC</u> • <u>SPIN Selling / RABEN</u> • <u>TAS (Target Account Selling)</u> • <u>Blueprint</u> • <u>Selling to VITO</u> • <u>Getting to Yes</u>
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