

CAREER

04/2015 – to date

InternetQ GmbH, Hamburg
-Interim- Head of Business Development & Marketing

- Leadership of Business Dev. & Marketing -kanzaroo-
- Initial Point of Contact for Partner in Europe / USA & LATAM
- Management of Contracts & Negotiations on executive Level
- BD & Marketing of Premium Rate Solutions & value-added services
- coordinate Execution, Budget, UX, Legal & compliance
- Identifying market opportunities, Project management

05/2013 – 03/2015

Yapital GmbH, Hamburg
Lead of B2B2C Marketing & Business Development

- B2B2C Marketing & Business Development, Budget & Coordination
- Leadership of 3 Marketing- & 3 Business Dev. Manager
- Development of new markets, establishment & maintenance of On- & Offline Partners
- Identifying market opportunities, Project management and Negotiation on executive Level
- Set up & Management of online / offline Marketing Campaigns & Brand Mgmt

01/2012 – 04/2013

ProSiebenSat.1 Games GmbH, Unterföhring
Senior Manager Distribution & Business Development

- Leadership of international Consultant Team in IT, ES, UK, PL
- Initial Point of Contact for Distribution Partners in Europe/USA and LATAM
- Management of Contracts and Negotiation on executive Level and report to the COO
- Procurement of global Media Partners distribution the PSG Title plus online/offline campaigns Set up & Management
- Project management (Volume > € 5 Mio)

10/2008 – 12/2011

ATLAS Interactive GmbH Deutschland, Hamburg
Key Account & Project Manager

10/2006 – 09/2008

Wick Hill Kommunikations GmbH, Hamburg
Key Account & Project Manager

01/2002 – 09/2006

Protec GmbH, Oststeinbek
Key Account & Product Manager, Area Durasafe

02/1999 – 12/2001

Deutsche Telekom AG, NL Flensburg/Kiel
Associate Team Head CCFO

POSTGRADUATE TRAINING

01/2009 – 05/2010 Courses for Business English, Wallstreet Institute Hamburg

07/2005 – 07/2007 Correspondence Course Marketing, ILS Hamburg

- Marketing Strategies
- Marketing-Management & Controlling
- Stress-management
- Decision Heuristics and –Techniques

SCHOOL EDU AND PROFESSIONAL TRAINING

08/1995 – 01/1999 Apprenticeship in wholesale and foreign trade
Großhandel, Jennrich Holz GmbH, Wittenberge

09/1984 – 07/1994 Fachoberschulreife (Certificate of Advanced Technical
College Entrance Qualification)
Comprehensive School I, Wittenberge

LANGUAGE SKILLS

- German, native language
- English, fluent in verbal and written

COMPUTER SKILLS

- MS-Office, MacOS, Salesforce, Highrise, different CRM - tools, SUN, Navision, SAP, DKK, Lotus etc.
- Kanban, Scrum and Basic knowledge in HTML