



EDUCATION

1983 - 1989

Justus-Liebig-University, Gießen, Germany
(Graduation in Marketing and International
Management)

1986 – 1987

Kansas State University, Manhattan (KS), USA
Senior year in Management and Marketing

MILITARY SERVICE

1982 – 1983

Wetzlar (Germany)

WORK EXPERIENCE

- Since January 2004 **Working as a freelancer in Spain and Germany**
• Marketing Concepts, Marketing Support, Translations
- Jan. 2001 – Sep. 2003 **International Software and Services Company**
Partner Marketing in the Corporate Marketing department
• Implementation of the global Dynamic Partner Program
• Planning and implementation of marketing measures
• Creation and implementation of partner communication
• Structuring and monitoring of the indirect sales intranet
• Provision of support at international events
• Processing of inquiries from current and potential partners
- Nov. 1999 – Dec. 2000 Marketing Specialist in the Business Alliances department
• Co-development of a partnership scheme (Partner Program),
• Support for sales department in drawing up project plans
• Implementation of partner-related marketing and sales activities
- Jan. 1999 – Nov. 1999 Marketing Specialist in the Professional Services department
• Project supervision of internal projects
• Improving the company's efficiency
- Sep. 1995 – Dec. 1997 **International Craft's Company**
Head of the general business administration department
• Sales/Marketing
• Personnel
• Finance
- Jan. 1993 - June 1995 **International Hardware and Services Company**
Sectorial Marketing
• Product marketing for the retail division
• Support for customer projects (large accounts)
• Sales reporting
- May 1990 - Dec. 1992 Systems consultant
• Coordination between sales and central functions
• Sales marketing
- Nov. 1989 - April 1990 International trainee-program in the UK
(Computer Application and Management)

LANGUAGES

English:	Fluent
Spanish:	Fluent Business Spanish (2000) One year of studies in Barcelona (1998)
French:	Reading and verbal skills: good

EXTRA COMPETENCIES

PC knowledge	MS-Office
Webdesign, Marketing	Frontpage, HTML, Adobe Photoshop CRM within the Internet
Marketing communication	Intranets for knowledge management
Project management	International project management