

Qualification Summary

I am a versatile professional with over 20 years of experience in business development, product and service management, and full-stack development. I specialize in driving innovative solutions from concept and analysis through implementation, deployment, and ongoing management. With a strong technical background spanning industries such as Payments, Cyber-Physical Systems (CPS) Protection, Cybersecurity, and Wearable Technology, I am adept at crafting tailored solutions that effectively address customer and organizational needs.

Skills

Sales & Business Development
Languages: English – C2 Proficiency, German – Native
Product Management & Solution Architecture
Leading and motivating teams
Business & Strategic Planning
Product Owner (SCRUM), Business Owner

Adaptability and resilience under pressure
Sales forecasting and pipeline management
Building Strategic Partnerships
Negotiating high-value contracts
Budgeting and financial planning
Problem-solving and critical thinking

Latest Work Experience

CO-FOUNDER, CEO & TECHNICAL DIRECTOR – wearonize AG – Lucerne (CH), Munich (DE), Delaware (USA) | Feb 2020 – now

- Developed vision, business plan, go-to-market and solution architecture for wearonize with a focus on establishing wearonize as the leader in the Fintech-as-a-Service / Card-as-a-Service and wearable payments segment offering clients a no-code / no hassle alternative.
- Brought together group of founders and build the company in Switzerland with subsidiaries in Germany and the USA.
- Succeeded in securing more than CHF 3,5M in 2 rounds of funding at excellent valuations.
- Grew annual revenue to more than USD 1,7M in less than 3 years with an ARR of more than USD 1M.
- Responsible for Product Architecture and Implementation & Prioritization.
- Build and lead a team of 22 FTEs including 14 full-time developers.

HEAD OF BUSINESS LINE ENTERPRISE & WEARABLES – Giesecke + Devrient – Munich, Germany | Jan 17 – Jan 2020

- Overall responsibility for Global Sales (annual revenue ca. EUR 12 Mio), Account Management, Product Management and Project Management incl. LTP, Budget, Roadmap, Portfolio Management, monthly global Sales Forecast.
- Responsible for Concepts, Strategy and Go-To-Market for wearable payments, protection for industrial IOT systems as well as Smartcard and Biometry based Identity Management.
- Responsible for generating new Business and Sales.
- Successfully negotiated and closed multi-million EUR deals in the payment and semiconductor space
- Launched a wearable product line that generated 2,1 million EUR in revenue within its first year.

Education

DIPLOMA IN FULL STACK SOFTWARE DEVELOPMENT (E-commerce Applications) at Code Institute
MASTER BUSINESS ADMINISTRATION, executive MBA at the Rotterdam School of Management (RSM)
COMPUTER SCIENCE undergraduate & graduate courses at the University of Hamburg, Germany
BACHELOR BUSINESS ADMINISTRATION (equivalent) at the University of Hamburg, Germany

Trainings & Other Qualification

Trainings: HR Management for Leaders | Infineon Leadership Academy | Leading and Managing the Global Organization | Project Management

Patents: System, Method, and Operating Model for Mobile Wireless Network Based Transaction Authentication and Non-Repudiation | Biometrically Enhanced Digital Certificate and System and Method for Making and Using | Secure Network and Networked Devices using Biometrics

Other: Selected to Infineon's High Potential Program and G&D's Top Talent Pool

Complete Professional Experience

HEAD OF SOLUTIONS AND TECHNICAL SALES – Giesecke + Devrient – San Jose, CA | Aug 12 – Dec 16

- Principal technology architect, responsible for a team of solution architects and technical account managers in NA
- Lead in customer acquisition, project/solution architecture and execution in engagements with major players in Silicon Valley: Google, Intel, PayPal, Symantec, Broadcom, Qualcomm, others
- Manage international cross-functional teams including information-technology/service specialists, embedded and server software development experts as well as product managers and operations staff
- Technologies/ Industries: Semiconductors, Telecommunication, mobile Payments, embedded Security, Trusted Service Management

GLOBAL HEAD OF INNOVATION AND ALLIANCES – GIESECKE + DEVRIENT – MUNICH, GERMANY | JAN 11 - JUL 12

- Over-the-horizon product innovation for G&D's product portfolio in the Mobile Security Division
- Managed innovation pipeline and contributed strategic direction for G&D management board
- Built and managed team of Innovation & Alliance Managers
- Developed and classified market strategies including identification of key decision factors
- Led cross functional M&A team to evaluate acquisition targets in strategic markets

GLOBAL HEAD OF PRODUCTS & MARKETING – Giesecke + Devrient – Munich, Germany | Feb 07 – Dec 11

- Led, defined, represented and communicated product strategy and vision in line with strategic long-term goals of the New Business Division.
- Defined business plan for new identity solutions and secured G&D board approval and funding for EUR 10 million investment in solution development.
- Drove customer discovery and segmentation, product discovery and product development process.
- Recruited, developed, mentored and led a team of 7 product owners and 2 marketing professionals.
- Key evangelist serving as internal and external public face of product and vision.
- Developed and executed worldwide marketing and communication strategy.
- Accountable for quality of teams, product, human and business performance including global pricing and competitive positioning.

HEAD OF SYSTEM SEGMENT IDENTIFICATION - Infineon AG – Munich, Germany | Jun 04 – Jan 07

- Defined product, go-to-market, positioning, partnering strategy and business plan for System Segment Identification.
- Built and lead a cross functional team including product managers, business development, technical account manager.

HEAD OF BUSINESS DEVELOPMENT AND OEM SALES - Guardenion AG – Munich, Germany | Feb 02-May 04

- Defined and managed product mix, go-to-market strategy and customer acquisition plan for OEM customer segment.
- Developed and implemented global partner and alliances strategy.

CO-FOUNDER, CHIEF PRODUCT OFFICER, DEVELOPER - Skytale Data Security Solutions GmbH – Hamburg, Germany | Jan 1995 - Jan 02

- Consolidated and managed a new business segment as part of RKK Informationssysteme GmbH for Information Security with focus on strong authentication, information and communication protection.
- Developed a business plan, vision, product strategy and global go-to-market and presented to Investors and secured funding for a spin-off from RKK including 25 developers and project managers.
- Software Development.
- In February 2000 Veridicom, Inc – Santa Clara, CA – bought the 500.000 Deutsch Mark Equity of Skytale GmbH for the equivalent of 18 million Deutsch Mark.
- After Veridicom ran out of funding in April 2001 part of the asset-recovery and company transition team bringing \$ 8 Million from sales of Veridicom's assets.

CO-FOUNDER, DEVELOPER – OrgaCom Gesellschaft für Systementwicklung mbH – Hamburg, Germany | - Dec 1994

- Co-founded the company while studying economics at the University of Hamburg and as Managing Director responsible for Product and Service Strategy.
- Build up team with a focus on bespoke software development, IT training, sale and installation of computer hardware, software and networks.
- Lead Software Developer.