

Curriculum Vitae Marion Christine Fraede

Name: Marion Christine Fraede
Place/Date of birth: Munich, 1968
Marital Status: married
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Education and Studies:

1984 secondary school level I certificate
1988 High school, school leaving examination and general qualification for university entrance
1988 – 1990 Education (**DV Informatikkauffrau IHK** (Economic information technology, graduated by German chamber of commerce and industry)
1992 – 1994 distance learning University Rendsburg in business economics and macro economics (marketing oriented)

Courses:

Cobol BS2000 Siemens Training
different trainings in NLP, Sales and Marketing, Business Administration, Languages, Motivation and Management tools, Legal Affairs, MS Office Tools, SAP

Languages:

German (native language)
English (business fluent)
Spanish (extended)
French (elementary)
Italian (elementary)

Specialties:

Management Consulting, Controlling, Integration Specialist, Project Management, Marketing, Sales, Human Resources, External Lecturer for Economic Information Technology and Business Management

Hobbies:

Horse back riding (Dressage), national and international Tournaments, Judge and official Expert in horse achievement sport

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Work Experiences:

1991	International Enterprise, Munich – Assistant of Director
1991	International Enterprise, Munich – Practicum Marketing , creation and coordination of insurance economic guideline for marketing and sales
1991 – 1996	Consultancy, Munich – Consultant , projects in middle and top management at different international enterprises
1996 – 1999	Small Business, Munich – Sales Manager/Director worldwide, including Sales and Marketing, Team Lead, Software Development and Project Management, member of standardization groups (EDI)
1999 – 2000	International Enterprise, Munich – Sales Manager EMEA, responsible for Retail, Industry, Production, Finance, Insurance (EAI)
2000 – 2002	International Enterprise, Munich – Senior Consultant and Sales Manager , responsible for e-Business (EDI, EAI, UMTS Mobile Solutions, etc.) and SAP
2002 - present	established successful own business as Principal Consultant for Management Consulting, e-Business, Human Resources and Economics, external lecturer and author

Skills and relevant Knowledge:

over 23 years fundamental and enhanced IT knowledge
over 18 years successful Project Manager
over 16 years specialist for EDI and EAI
over 16 years direct and indirect sales, very successful
over 16 years experience in leadership and management
over 8 years specialist for SOX
6 years experience as external lecturer at University
Talent in motivating people and associates
Wide experience in selling technical sophisticated products
Experience in reporting structures and business planning
Experience in leading product lines and business units under significant profit pressure
Experience of American business structures and cultures (out of German subsidiary)
Experience of Asia business structures and cultures (out of German subsidiary)
Experience in offshore projects and intercultural leadership
High level of self-motivating and continuous learning