



Marion Christine Fraede

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Profile Marion Christine Fraede

Management Consultant, Project Manager, Business Analyst, Integration Specialist, Quality Management, Interim Management, Sales and Marketing Management, External Lecturer
Partner / Principal Level

Personal

Marion Christine Fraede

Born: 1968
Education: (DV-) Informatikkauffrau IHK, distance learning business and macro economics (marketing oriented)
Languages: German, English, Spanish, French, Italian
IT-Experience since: 1988

Experiences

Main focus: Management Consulting, Project Management, SOX Compliancy, De-Escalation Management, Integration projects, TQM, Sales, Marketing, Process Optimization, Controlling, external Lecturer

IT: Assembler, COBOL, PL1, C, HTML, PHP
EDI, EDIFACT with EANCOM, ELFE, COMTIA, EDICOS and other Subsets, XML (RosettaNet)
EAI (Enterprise Application Integration)
Access, DBase
MS WINDOWS 3.x, 95, 98, NT/2000, 2003, Win7, XP, Vista; BS2000, AS400
MS-Products incl. 2010 (Word, Excel, Visio, PowerPoint, Project, Access, Publisher)
Different EDI-Converter, ELFE-Software, EAI-Tools (Message Broker and Middleware, Amtrix, Webmethods, BizTalk, Seeburger etc.)
SAP, Baan, JDE, Sage
JIRA, Remedy, RT, IRM, Carmen, Hyperion, Cognos, OLF, BO (Business Objects), HPQC, Adonis, MicroStrategy
Different Methodologies (CORTEX, NLP, Mind Map, SOA, UML, RUP, ITIL, ARIS, SOX, Solvency II)

Department: Industry
Automotive
Energy
IT and Electronics
Transport and Logistics
Telecommunication
Finance and Insurance
Retail
Pharmaceutical and Health Care
Government
Agriculture

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Es gilt ausschließlich unser AGB.



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

Excerpt of Clients:

Tech Data, SupplyOn AG, RWE Supply & Trading, Deutsche Telekom AG (incl. Active Billing, T-Home, T-Mobile, DTGK, TSG, Congstar, Headquarter), Telefonica o2, Allianz SE, Hewlett Packard (HP), Siemens Nixdorf Informationssysteme AG (SBS), Siemens AG, TÜV Süddeutschland, Daimler AG, Mannesmann Mobilfunk/ Vodafone, VIAG Interkom, Deutsche Bundeswehr, Polizeiverwaltungen Bayern und Hessen, IZB, Kraft Foods, Unilever, Hugo Boss, Metro AG, REWE, EDEKA, GlaxoSmithKline and more



Projects

Marion Christine Fraede

Legend: Region EMEA = Europe, Middle East, Africa / GP = Global Player

09/2011 – 12/2011	Distribution/IT Responsibility: Senior Project Manager e-Services Supplier and Vendor Management, EDI, XML, FTP, AS1/2
06/2010 – 09/2011	Automotive/Aerospace/IT Responsibility: Senior Project Manager (IT) Landscape Consolidation, Infrastructure, SLA, Release Transition, Process Design with Seeburger, EPAM, TDS
02/2010 – 06/2011	Energy/Finance / GP Responsibility: Leading Project Management Office (PMO) Coordination of high priority project of board, Development and Implementation of Risk Management Infrastructure for Risk Re- porting of international energy trading Accounting, Compliance, Reporting, Reviews, Resourcing, Calcu- lation, Audits, Communication, Process Optimization, Project Planning, User Rights Concepts
10/2009 – 01/2010	Telecommunication / GP Responsibility: Senior Business Analyst and Project Management (Part Forecast, Departments Marketing, Sales, Techniques with Financial and Functional Controlling), Sponsor: CFO Documentation and Analyses (incl. GAP) processes of Forecast, Planning (Focus Bottom up, iPF and Budget) and month-end clos- ing at corporate controlling,
11/2008 – 09/2009	Telecommunication / GP Responsibility: Senior Business Analyst and Project Manager, Do- cumentation and Analysis of Hosting processes, GAP-Analysis, preparation for process optimization, High Level Design, Detail Design (CLM, SC, SD, PLM, PMP, SA), Process Optimization Strategy inside Merger, Budget and Resource calculation
12/2007- 11/2008	Insurance / GP Responsibility: Project Coordinator Group Risk (Lead Project Of- fice) Projects: RAI (Risk Analysis Infrastructure), MKMV and ADRIAN; Project Charter, Project Plan, RFP, RACI, Presentations, Account- ing, Coordination and Communication incl. creation of Intranet and Newsletters, Reporting, Workshops, Process description, partner evaluation, using SOA, ITIL, UML, following SOX Compliance and Solvency II, involved SW/Partner: SAP, Murex, SAS, Algorithmics, 2ndFloor, Imbus, Comet, Adonis, GIN
09/2007 – 11/2007	IT, Agricultural Responsibility: Web design



Projects

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09/2007	Mentor at MentorING Program German Universities and external Lecturer FH Rosenheim (Controlling, Accounting)
04/2004 – 08/2007	IT/Electronic GP Responsibility: EMEA Coordinator Rollout EDI (Senior Project Manager) Coaching of new team members which should take over the responsibility of a PM
04/2004 – 08/2007	IT/Electronic GP Responsibility: EMEA Coordinator Rollout EDI (Senior Project Manager and Senior Business Analyst) Analysis, Optimization and Conception of Order Management and Billing Processes, using ARIS, SOA, ITIL, UML and following SOX Compliance
04/2004 – 08/2007	IT/Electronic GP Responsibility: EMEA Coordinator Rollout EDI (Senior Project Manager) IT Lead for projects and Rollouts with different partners, using ARIS, SOA, ITIL, UML and following SOX Compliance, Implementation and Migration of Order and Billing Flow (Orders, Responses, Invoices, Credit Notes, Debit Notes, Quotes etc.) via AS1, AS2, VAN using EDIFACT or RosettaNet, Coordination and Communication internal and external teams, all projects in Time and Budget, incl. testing, tracking, monitoring, etc.
01/2007	External Lecturer University Kufstein for Enterprise Management, subject Sales Management (in English)
01/2006	External Lecturer for Economic Information Technology at University Kufstein (Project Management, IT Risk Management)
10/2005	Member of external consultation team University Kufstein (Austria) for Bachelor “Enterprise Management”
2002 - 2007	Government, Industry, Retail and Insurance Responsibility: Human Resources <ul style="list-style-type: none">• Analysis, Strategy, Recruiting, Training
2002 - 2007	Agricultural Responsibility: Human Resources, Process Optimization <ul style="list-style-type: none">• Analysis, Strategy, Recruiting, Training
2001 –2002	Pharmaceutical GP Responsibility: International Bidding Management, integration of SAP R/3 in international Enterprise Activities: <ul style="list-style-type: none">• Project Management and member of Steering Committee• Conception, Moderation, Strategies, Controlling, Team lead



Projects

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2001 –2002

Industry GP

Responsibility: Consulting, Workshops EAI-Consolidation, European-Platform

Activities:

- Project Management and member of Steering Committee
- Conception, Moderation, Strategies, Controlling, Team lead

2001 –2002

Industry GP

Responsibility: Consulting, Workshops for Merger, IT-Integration, SAP-Systems

Activities:

- Project Management and member of Steering Committee
- Conception, Moderation, Strategies, Controlling, Team lead

2001 –2002

Retail GP

Responsibility: Consulting, Analyzes of Resource optimizations potential, Proposals, Workshops

Activities:

- Project Management and member of Steering Committee
- Conception, Moderation, Strategies, Controlling, Team lead

2001 –2002

Industry

Responsibility: Consulting, EAI-Tool-Matrix for RFI (Request for Information) English, international suppliers

Activities:

- Project Management and member of Steering Committee
- Conception, Moderation, Strategies
- Controlling, Team lead, Definition, Presentation

2001 –2002

IT GP

Responsibility: development of a Sales Methodology, development of Methodology for different EAI- and optimization projects, Bid Management für SAP-, EAI-, EDI- and optimization projects, advertised bidding etc., Proposal in German and English, Moderation in German and English, „Content enabling“ for Media companies

Activities:

- Project Management and member of Steering Committee
- Conception, Moderation, Strategies
- Controlling, Team lead, Definition, Presentation



Projects

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- 2000 –2002 Industry, Logistics and Retail GP
Responsibility: EAI-Project with Consulting, Integration of hetero-
genic IT-Systems (f. ex. SAP R/2, R/3, Individual solutions, DB2
etc.)
Activities:
 - Project Management and member of Steering Committee
 - Conception, Moderation, Strategies
 - Controlling, Team lead, Definition, Presentation
- 1996 –1999 Industry, Logistics and Retail
Responsibility: EDI-Projects, automated EDI-Converter-System for
Retail, Suppliers and Logistics, Subset-Design and adaptation of
EANCOM and EDICOS
Activities:
 - Project Management, Development Manager
 - Definition of requirements and Software architecture
 - Controlling and Team lead
- 1996 –1999 Government
Responsibility: ELFE-Projects, advertised bidding, individual Soft-
ware conception and adaptation in Germany. EDIFACT billing of
Telecommunication with all Providers and Controlling
Activities:
 - Project Management, Development Manager
 - Definition of requirements and Software architecture
 - Controlling and Team lead
- 1996 –1999 Industry and Logistics GP
Responsibility: ELFE-Projects, individual Software conception and
adaptation for international enterprises in Germany. EDIFACT bill-
ing of Telecommunication with all Providers and Controlling
Activities:
 - Project Management, Development Manager
 - Definition of requirements and Software architecture
 - Controlling and Team lead
- 1996 –1999 Finance and Insurance GP
Responsibility: ELFE-Projects, individual Software conception and
adaptation for international enterprises in Germany. EDIFACT bill-
ing of Telecommunication with all Providers and Controlling
Activities:
 - Project Management, Development Manager
 - Definition of requirements and Software architecture
 - Controlling and Team lead



Projects

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1996 –1999	Telecommunication GP Responsibility: EDI and ELFE-Projects in Bonn, Berlin, Darmstadt, Düsseldorf, Munich, New York, Tokyo etc., automated EDI-Converter-Systems with Development-, Production- and Backup-Systems for billing of Telecommunication invoices, from SAP-Systems to EDIFACT, Design of international ELFE-Subsets Activities: <ul style="list-style-type: none">• Project Management, Team lead• Definition of requirements• Definition of Software architecture• Development Manager, Controlling
1996 –1996	Industry GP Responsibility: commercial third party liability insurance
1995 –1995	Industry GP Responsibility: Controlling D1/D2, Interface between Sales, Business and Techniques
1994 –1995	Industry GP Responsibility: Controlling East Europe
1994 –1994	Industry GP Responsibility: Assistant Director of internal Revision
1993 –1993	IT, Finance/Insurance GP Responsibility: Assistant Sales Director Insurance, Coordination and preparation of international Top-Management meeting Insurance economics in Istanbul
1992 –1996	Industry Responsibility: Specification parts of nuclear power plants, for German nuclear power plants
1992 –1993	IT, Finance/Insurance GP Responsibility: Marketing Insurance (creation and coordination of insurance economic guideline for marketing and sales)
1991 –1992	IT GP Responsibility: Assistant of Director (Calculation of Trainings, Coordination, Team lead)
1989 – 1990	IT Responsibility: Conception and programming ERP-System for small businesses Activities: <ul style="list-style-type: none">• Definition of requirements and Software architecture• Programming Cobol 85• Installation and Training