

# Curriculum Vitae Marion Christine Fraede

**Name:** Marion Christine Fraede  
**Place/Date of birth:** Munich, 15<sup>th</sup> January 1968  
**Marital Status:** married

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## **Education and Studies:**

1984 secondary school level I certificate, Seligenstadt  
1988 High school, school leaving examination and general qualification for university entrance, Grafing bei München  
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:**

1990 Cobol BS2000 Siemens Training  
1991 – today different trainings in NLP, Sales and Marketing, Business Administration, Languages, Motivation and Management tools, Legal Affairs, MS Office Tools, SAP, Regulatory, Compliance, individual Software

## **Languages:**

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

## **Specialties:**

Management Consulting, Integration Specialist, Global Project Management, Controlling, Marketing, Sales, Human Resources, External Lecturer for Economic Information Technology and Business Management at different international Universities

## **Sports and others:**

Former national and international Dressage Tournaments, Judge and official Expert in horse achievement sport, social support, dancing, travelling

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## Work Experiences:

2003 - present	established successful own business as <b>Principal Consultant</b> for IT, Strategy and Economics, external lecturer, author
2000 – 2002	International Enterprise, Munich (incl. subsidiaries) – <b>Senior Consultant and Sales Manager</b> , responsible for e-Business (EDI, EAI, UMTS Mobile Solutions, etc.) and SAP
1999 – 2000	International Enterprise, Munich – <b>Sales Manager</b> EMEA, responsible for Retail, Industry, Production, Finance, Insurance (EAI)
1996 – 1999	Medium-sized Business, Munich – <b>Sales Manager/Director</b> worldwide, including Sales and Marketing, Team Lead, Software Development and Project Management, member of standardization groups (EDI)
1991 – 1996	Consultancy, Munich – <b>Consultant</b> , projects in middle and top management at different international enterprises
1991	International Enterprise, Munich – <b>Practicum Marketing</b> , creation and coordination of insurance economic guideline for marketing and sales
1991	International Enterprise, Munich – <b>Assistant of Director</b>

## Skills and relevant Knowledge:

over 30 years fundamental and enhanced IT knowledge  
over 30 years experiences in Controlling (also Lecturer)  
over 30 years successful international / intercultural Project and Program Manager  
over 30 years leading SAP Projects  
over 25 years specialist for EDI and EAI  
over 25 years direct and indirect sales, highly successful  
over 25 years strong experience in leadership and management (VP Level, Senior Management)  
over 25 years strong experience in DSGVO, GDPR, GoBD, IT-Sec  
18 years specialist for SOX and Regulatory  
16 years' experience as external lecturer at University  
Talent in motivating people and associates  
Wide experience in selling technical sophisticated products  
Strong experience in reporting structures and business planning  
Strong experience in leading product lines and business units under significant profit pressure  
Strong experience of American and Asia business structures and cultures (out of German subsidiary)  
Strong experience in offshore projects and intercultural leadership  
High level of self-motivating and continuous learning