

Curriculum Vitae Marion Christine Fraede

Name: Marion Christine Fraede
Place/Date of birth: Munich, 1968
Marital Status: divorced
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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 Project Management Methodologies (like Prince2, IPMA, PMI, Scrum), NLP, Sales and Marketing, Business Administration, Languages, Motivation and Management tools, Legal Affairs, MS Office Tools, SAP, EDI, EAI

Languages:

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

Specialties:

Management Consulting, international Project Management, Controlling, Integration Specialist, 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:

International Enterprise, Munich – **Assistant of Director**

International Enterprise, Munich – **Practicum Marketing**, creation and coordination of insurance economic guideline for marketing and sales

Consultancy, Munich – **Consultant**, projects in middle and top management at different international enterprises

Medium-sized Business, Munich – **Sales Manager/Director** worldwide, including Sales and Marketing, Team Lead, Software Development and Project Management, member of standardization groups (EDI)

International Enterprise, Munich – **Sales Manager** EMEA, responsible for Retail, Industry, Production, Finance, Insurance (EAI)

International Enterprise, Munich – **Senior Consultant and Sales Manager**, responsible for e-Business (EDI, EAI, UMTS Mobile Solutions, etc.) and SAP

Since 2003 - established successful own business as **Principal Consultant** for Management Consulting, international Project Management, e-Business, Human Resources and Economics, external lecturer and author

Skills and relevant Knowledge:

over 28 years fundamental and enhanced IT knowledge

over 23 years successful Project Manager

over 21 years specialist for EDI and EAI

over 21 years direct and indirect sales, very successful

over 21 years experience in leadership and management

over 13 years specialist for SOX

11 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

Global experience with all Continents

High level of self-motivating and continuous learning