

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 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 30 years fundamental and enhanced IT knowledge

over 27 years experiences in Controlling (also Lecturer)

over 25 years successful international / intercultural Project and Program Manager

over 25 years leading SAP Projects in-house SAP, Provider and Customer, Introduction, Implementation, global Platforms, Optimization, Upgrades, Extensions, across modules, R/2, R/3, ECC 6.0 and S4 HANA, NetWeaver, Fiori, EDI, Hybris, Ariba, Cloud for Customer (C4C)

over 23 years specialist for EDI and EAI

over 23 years direct and indirect sales, very successful

over 23 years strong experience in leadership and management

over 23 years strong experience in DSGVO, GoBS/GoBD, IT-Sec

15 years specialist for SOX

13 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