



## Marion Christine Fraede

Bruennsteinstr. 6, D-83104 Tuntenhausen  
+49 (0)172 8256400  
[info@mcf-consult.de](mailto:info@mcf-consult.de)

### Profile Marion Christine Fraede

Management Consultant, Project and Program Manager, Business Analyst, Integration Specialist, Quality Management, Interim Management/CIO, Industry 4.0, Sales and Marketing Management, Product Development, External Lecturer - Partner Level

#### Personal

#### Marion Christine Fraede

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

#### Experiences

Main focus: Management and Strategy Consulting, Project / Program Management, Industrie 4.0, Audit (intern/ extern, SOX, BaFin, ISO, IT-Sec, BDSG, GoBS, MHRA/FDA), De-Escalation Management, Product Development, Integration and migration projects (ERP, EAI, EDI, e-Commerce, Infrastruktur), Test Management, 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 (e.g. RosettaNet)  
EAI (Enterprise Application Integration)  
Access, Dbase, Oracle  
MS WINDOWS 3.x, 95, 98, NT/2000, XP, Win7/8/10, BS2000, AS400, Unix- Derivatives  
MS-Products since 1988 (Word, Excel, Visio, PowerPoint, Project, Access, Publisher)  
Different EDI-Converter, ELFE-Software, EAI-Tools (Message Broker and Middleware, e.g. Amtrix, Webmethods, BizTalk, Seeburger etc.)  
SAP, Baan, JDE, Sage, Navision  
Atlassian JIRA / Confluence, Remedy, RT, IRM, Carmen, Hyperion, Cognos, OLF, BO (Business Objects), HPQC, Adonis, MicroStrategy, SharePoint  
Different Methodologies (CORTEX, NLP, Mind Map, SOA, UML, RUP, ITIL, ARIS, SOX, Solvency II, Lean, Prince2, PMI, Scrum/Agile, Pharmacovigilance, GxP, IaaS, PaaS SaaS)

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

International Experiences: EU, North/Middle/South Americas, Africa, Asia (incl. Japan, China, India), Australia, Emirates

Marion Christine Fraede  
MCF Consult  
Brünsteinstr. 6  
D-83104 Tuntenhausen

Managing Director: Marion Christine Fraede  
Steuernummer: DE 228 486 973  
Mailto: [info@mcf-consult.de](mailto:info@mcf-consult.de)  
Homepage: [www.mcf-consult.de](http://www.mcf-consult.de)

Mobil +49 (0)172/82 56 400

Es gilt ausschließlich unser AGB.



**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 (SD/MM, FI/CO, PI etc.) R/2, R/3, ECC 6.0 incl. 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  
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

**Excerpt of Clients:**

TÜV Süd, Microsoft, Telefonica Germany, Tremco-Ilbruck, Arvato eCommerce, Sartorius, Drägerwerke, CSL Behring, Media-Saturn Germany/Holding, Media-Saturn IT GmbH, Merck Serono, SAP AG, Tech Data, SupplyOn AG, RWE Supply & Trading, Deutsche Telekom AG (incl. Subsidiaries and Holding), Telefonica o2, Allianz SE, Hewlett Packard (HP), Siemens Nixdorf Informationssysteme AG (SBS), Siemens AG, Daimler AG, Vodafone, German Army, Government in Bavaria and Hessen, IZB, Deutsche Bank, HypoVereinsbank, Kraft Foods, Unilever, Hugo Boss, Metro AG, REWE, EDEKA, GlaxoSmithKline, Böhringer Ingelheim, Sanofi-Sythelabo, BT Ignite and more



### Projects

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

- 10/2017 – Services / GP global  
Project Manager Development and Migration Fleet solution, Integration to Enterprise platform SAP (SD/MM, FI/CO, PI) Global; Integration BI (Reporting Tool evaluation, integration for Customer)
- 07/2017 – 12/2017 IT / GP global  
Multi Project Manager Transition, Portfolio management, Risk management, Domain Business Productivity, 40 projects, transition to India, Status/Finance reporting, contract extension for same challenges, but Domain Modern Apps
- 10/2016 – 03/2017 Telecommunication / GP International, global  
Consulting Order Management, Catalog Implementation and Controlling of Services and Components for Departments Radio, Transport and Implementation Segment NT
- 06/2016 – 09/2016 Production/Chemie / GP International, global  
Interim Manager / Multi Project Manager Global Rollout Navision, User Rights (SOX), Leadtime and Process Optimization Finance, SharePoint
- 02/2016 – 05/2016 IT/Service / GP International, global  
Senior Project/Program Manager eCommerce for “Versace” with Migration Project Online-Shop EU and US, Legal Requirements and additional Features, Process Optimization, SharePoint, SAP
- 06/2015 – 12/2015 Health Care / GP International, global  
Multi Project Manager IT, Areas: Sales, Communications, Service, eBusiness, Stratetic Mobile Devices (iPad/iPhone) and Portfolio Mmgt Software, Tools: MS-Products, SharePoint, SAP (ECC 6, Netweaver, Cloud for Customer, Fiori), IPI, MPM
- 04/2015 – 08/2015 High-Tec (Health Care) / GP International, global  
Management Consulting – Beauty-Contest for implementation of global eInvoicing (Workshops, RFI, RFP, Sessions)
- 10/2014 – 06/2015 Pharma / GP International, global  
Project Manager Pharmacovigilance, global implementation of GVP and CAPA, also MHRA and FDA inspections, incl. Regulatory Affairs, SharePoint, MSPProject
- 08/2014 – 10/2014 Retail / GP International, global  
Project Manager Migration Legacy Systems for new digital Services / eCommerce (MoD, VoD, Shop) – Strategy Development
- 10/2013 – 05/2014 Retail / GP International, global  
Project Manager on Senior Management Level for eInvoicing Turkey Legal Requirements, EDI Return, PoSa, Dropshipment etc., SharePoint, SAP



### Projects

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07/2013 – 10/2013	Agricultural with Entrepreneurship, Audits, Legal Approvals
05/2013 – 06/2013	Pharmacy / GP International, global Responsibility : Senior Project Management Officer Support of global rollout of new Regulatory Affairs Infrastructure
04/2013 – 04/2013	Finance / GP International, global Responsibility : Senior Business Analyst Preparation of Integration Workshop for SEPA including requirement gathering and documentation with MS products, BIC, SAP
01/2013 – 03/2013	Automotive/Aerospace/IT International, global Responsibility : Interim IT Manager, leading different projects with focus on SAP R/3 Release Change to ECC6.0 EHP5, Upgrade Oracle to V11, Farming for SAP, Oracle, JBoss, migration from NetWeaver to JBoss with SSO and Replications, SharePoint
01/2012 – 12/2012	IT /GP International, global Responsibility: Senior Project Manager „SAP Solution Explorer“ including Authoring Environment, Prio-Project of Board for global company communication including requirement gathering and documentation with MS products, Sharepoint; (including BI) Scrum-Product Owner, WS-Lead Infrastructure and Project Coach, Lead of SAP Development Team in Germany/China/India, Showcase SAPPHIRE and V0.7, Design Thinking, ABAP, JAVA, UI5, HTML5, RDC/RDS, BSR, MDRS, Netweaver
09/2011 – 12/2011	Distribution/IT / GP Responsibility: Senior Project Manager e-Services Supplier and Vendor Management, EDI, XML, FTP, AS1/2 including requirement gathering and documentation with MS products
06/2010 – 09/2011	Automotive/Aerospace/IT International, global Responsibility: Senior Project Manager (IT) Landscape Consolidation, Infrastructure, SLA, Release Transition, Process Design with Seeburger, EPAM, TDS
02/2010 – 06/2011	Energy/Finance / GP International, global Responsibility: Leading Project Management Office (PMO) Coordination of high priority project of board, Development and Implementation of Risk Management Infrastructure for Risk Reporting of international energy trading (including BI), Accounting, Compliance, Reporting, Reviews, Resourcing, Calculation, Audits, Process Optimization, User Rights Concepts



### Projects

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- 10/2009 – 01/2010      Telecommunication / GP International, global  
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 closing  
at corporate controlling, including requirement gathering and  
documentation with MS products (including BI)
- 11/2008 – 09/2009      Telecommunication / GP International, global  
Responsibility: Senior Business Analyst and Project Manager,  
Documentation 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 including  
requirement gathering and documentation with MS products
- 12/2007- 11/2008      Insurance / GP International, global  
Responsibility: Project Coordinator Group Risk (Lead Project  
Office) Projects: RAI (Risk Analysis Infrastructure), MKMV and  
ADRIAN; Project Charter, Project Plan, RFP, RACI, Presentations,  
Accounting, Coordination and Communication incl. creation of In-  
tranet and Newsletters, Reporting, Workshops, Process descrip-  
tion, partner evaluation, using SOA, ITIL, UML, following SOX  
Compliance and Solvency II, involved SW/Partner: SAP, Murex,  
SAS, Algorithmics, 2ndFloor, Imbus, Comet, including requirement  
gathering and documentation with MS products, Adonis, GIN (in-  
cluding BI)
- 09/2007      Mentor at MentorING Program German Universities and external  
Lecturer FH Rosenheim (Controlling, Accounting)
- 04/2004 – 08/2007      IT/Electronic GP International, global  
Responsibility: EMEA Coordinator Rollout EDI (Senior Project  
Manager)  
Coaching of new team members which should take over the re-  
sponsibility of a PM
- 04/2004 – 08/2007      IT/Electronic GP International, global  
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 including requirement gathering and documentation  
with MS and HP products



### Projects

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- 04/2004 – 08/2007 IT/Electronic GP International, global  
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
- Analysis, Strategy, Recruiting, Training
- 2002 - 2007 Agricultural  
Responsibility: Human Resources, Process Optimization
- Analysis, Strategy, Recruiting, Training
- 2001 –2002 Pharmaceutical GP International, global  
Responsibility: International Bidding Management, integration of SAP R/3 in international Enterprise  
Activities:
- Project Management and member of Steering Committee
  - Conception, Moderation, Strategies, Controlling, Team lead
- 2001 –2002 Industry GP international  
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 International, global  
Responsibility: Consulting, Workshops for Merger, IT-Integration, SAP-Systems  
Activities:
- Project Management and member of Steering Committee
  - Conception, Moderation, Strategies, Controlling, Team lead



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- 2001 –2002                      Retail GP   International, global  
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 in 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, ad-  
vertised 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
- 2000 –2002                      Industry, Logistics and Retail GP   International, global  
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   International, global  
Responsibility: EDI-Projects, automated EDI-Converter-System for  
Retail, Suppliers and Logistics, Subset-Design and adaptation of  
EANCOM and EDICOS  
Activities:  
  - Project and Development Management, Controlling
  - Definition of requirements and Software architecture



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1996 –1999	<p>Government Responsibility: ELFE-Projects, advertised bidding, individual Software conception and adaptation in Germany. EDIFACT billing of Telecommunication with all Providers and Controlling</p> <p>Activities:</p> <ul style="list-style-type: none"><li>• Project Management, Development Manager</li><li>• Definition of requirements and Software architecture</li><li>• Controlling and Team lead</li></ul>
1996 –1999	<p>Industry and Logistics GP International, global Responsibility: ELFE-Projects, individual Software conception and adaptation for international enterprises in Germany. EDIFACT billing of Telecommunication with all Providers and Controlling</p> <p>Activities:</p> <ul style="list-style-type: none"><li>• Project Management, Development Manager</li><li>• Definition of requirements and Software architecture</li><li>• Controlling and Team lead</li></ul>
1996 –1999	<p>Finance and Insurance International, global Responsibility: ELFE-Projects, individual Software conception and adaptation for international enterprises in Germany. EDIFACT billing of Telecommunication with all Providers and Controlling</p> <p>Activities:</p> <ul style="list-style-type: none"><li>• Project Management, Development Manager</li><li>• Definition of requirements and Software architecture</li><li>• Controlling and Team lead</li></ul>
1996 –1999	<p>Telecommunication GP International, global 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</p> <p>Activities:</p> <ul style="list-style-type: none"><li>• Project Management, Team lead</li><li>• Definition of requirements</li><li>• Definition of Software architecture</li><li>• Development Manager, Controlling</li></ul>
1996 –1996	<p>Industry GP Responsibility: commercial third party liability insurance</p>
1995 –1995	<p>Industry GP International, global Responsibility: Controlling D1/D2, Interface between Sales, Business and Techniques</p>
1994 –1995	<p>Industry GP International, global Responsibility: Controlling East Europe</p>





### Projects

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1994 –1994	Industry GP International, global Responsibility: Assistant Director of internal Revision
1993 –1993	IT, Finance/Insurance Siemens International, global Responsibility: Assistant Sales Director Insurance, Coordination and preparation of international Top-Management meeting Insur- ance economics in Istanbul
1992 –1996	Industry Responsibility: Specification parts of nuclear power plants, for German nuclear power plants
1992 –1993	IT, Finance/Insurance Siemens International, global 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, Co- ordination, Team lead)
1989 – 1990	IT Responsibility: Conception and programming ERP-System for small businesses Activities: <ul style="list-style-type: none"><li>• Definition of requirements and Software architecture</li><li>• Programming Cobol 85</li><li>• Installation and Training</li></ul>

Request more information about Projects, Details, Tools, Methodologies and References...