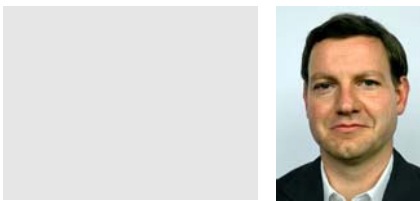




SCHOOL OF BUSINESS ADMINISTRATION
HAUTE ÉCOLE DE GESTION (HEG) DE FRIBOURG
HOCHSCHULE FÜR WIRTSCHAFT (HSW) FREIBURG

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Research Interest

Topics	International Marketing & Sales Business development / International business development Key Account Management Sales Coaching and Sales Training Organizational development & change Mediation Coaching Sales negotiation techniques High-Tech Marketing
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Education

To date	Cand. Masters in Organizational Development (Change, Mediation & Coaching) , University of Applied Sciences in Basel, Bern & Olten
2004	MBA, Masters in Business Administration, University of Edinburgh, Business School, Edinburgh Scotland - (UK)
2001	Eidg. Dipl. Marketingleiter, SAWI Biel, University of Basel – Switzerland
1997	BSc University of Applied Sciences of Western Switzerland, Business School HEG Fribourg – Switzerland
1990	Bank-Apprenticeship/Trainee-Programme, UBS Union Bank of Switzerland Ltd., Fribourg & Lausanne – Switzerland
2007 to date	University of Applied Sciences of Western Switzerland, Business School HEG, Fribourg & Zürich – Switzerland: - Lecturer for Marketing, Sales, Management & Entrepreneurship - Senior Sales & Marketing Consultant, Institut for Entrepreneurship & SME, Medialeg GmbH, Switzerland: - Senior Marketing & Sales Consultant, SBB/CFF Swiss Railway Company, Deutsche Telekom, Scout24.ch, Ringier AG, GeoBeo Tourismus
2004 -2007	Dartfish Ltd./ Sony Corp. – Switzerland – Head of Business Development Northern Europe



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- 1999 -2002 Institute for SME, University of Applied Sciences Western
Switzerland – Senior Marketing and Sales Consultant, Director
- 1997 -1999 Swisscom (Real Estate Ltd.) Ltd. – Vice Marketing & Sales Director
- 1990 -1994 UBS Union Bank of Switzerland UBS – Corp. Controlling