

## Curriculum Vitae

Maria Zimmermann  
Asbacher Str. 6  
53562 St. Katharinen  
Cell: +49 152 327 81 81 6  
Email: [zimmermannmaria@web.de](mailto:zimmermannmaria@web.de)

### Education

1974 A-levels at German grammar school  
1982 University degree English/Geography at Bonn University  
1984 Teacher's license, English/Geography for German grammar schools  
1987 Practical degree in computer science and programming, economics

### Professional Experience

04/18 – to date           **Senior consultant, project manager, change-manager, Partner**  
Consulere formare (www.consulere-formare.de), Linz, Rhine  
analysing and re-shaping processes, re-organisation, founding subsidiaries,  
product development, coaching / managing sales activities

10/17 – to date           **Licensed consultant of the project/initiative 'Offensive Mittelstand'**  
Consulting SMEs and larger mid-sized enterprises

01/12 – 03/2018           **Inhouse Consulting & Change Management**  
In charge of product development projects, defining, re-defining sales processes,  
running re-organization projects across the company, transforming inhouse business  
areas into an individual subsidiary of Media Broadcast GmbH; 2 to 20 project staff; 20  
to 100 m € revenues' business  
Media Broadcast GmbH, Cologne

06/10 –12/11           **Director Sales Operations**  
In charge of defining, aligning, preparing sales reporting, sales structure;  
improving order to cash, improving pre-sales, processes/activities & related cost  
structure, define & implement cross divisional sales processes;  
personnel responsibly varying from 5 to 20 depending on the projects;  
related annual revenue approx. 700m €/y  
TDF SAS, Montrouge, France

02/06 –06/10           **Inhouse Consulting & Head of CEO Office**  
Running projects such as:  
- Defining & executing an efficiency programs  
(e.g.; cross divisional project to secure additional 10 m€ of out of 98m€  
total EBITDA; improving performance/cost structure of short wave business)  
- Analysing market potential, business model, business case of  
new value propositions & subsequent recommendation on further steps  
- Selling Jülich shortwave station  
Media Broadcast GmbH, Bonn

- 08/03 - 01/06 **Executive Vice President Network Development**  
 In charge of Operating Support Systems, Technical Processes,  
 Technical Product Management and Vendor Management,  
 leading a team of 100 employees and a budget of 40m€  
 GNF (Global Network Factory);  
 T Systems International, Bonn, Frankfurt
- 11/99 - 07/03 **Managing Director**  
 Leading a management consulting company with focus on telecommunications,  
 generating an average of 2m€ revenues annually,  
 based on an average of 12 consultants  
 Logica Consulting GmbH, Bonn/Rösrath
- 02/99 - 10/99 **Deputy General Manager Carrier Services**  
 Leading the national/international sales teams; central purchasing management of  
 international access capacities,  
 co-ordinate sales activities of the French and UK office,  
 total revenues 60 to 70m€ annually,  
 leading a team of up to 50 employees  
 o.tel.o GmbH, Cologne
- 01/98 - 01/99 **Head of International Networks German Office**  
 Set up a Carriers' Carrier Business, co-ordinate purchasing  
 and sales activities, define the company's strategy on investments  
 in international telecommunications infrastructure  
 o.tel.o GmbH, Cologne
- 10/96 - 12/97 **Head of International Carrier Relations**  
 Provide intl. access from scratch, draft strategy, recruit team,  
 draft standard agreements, service levels, select Carriers, negotiate bilateral agreements  
 with foreign Carriers,  
 o.tel.o GmbH, Cologne
- 10/95 - 09/96 **Head of International Transport Network**  
 Define relevant strategy and roll-out, evaluate and define intl. access,  
 define least cost routing concepts, prepare relevant business cases  
 RWE Telliance, Essen, Germany
- 10/91- 09/95 **Senior Consultant**  
 International projects, provide and analyse business cases,  
 draft and negotiate intl. contracts, generate and support  
 new business ideas (e.g. TEL, GEN, METRAN, eastern European  
 joint ventures),  
 Deutsche Telekom, Bonn
- 04/89 - 09/91 **Management Consultant**  
 Commissioning of sea cable systems, business cases  
 feasibility studies, decision proposals, preparation & execution of  
 data gatherings for intl. sea cable & long distance projects  
 (e.g. UK G 5, DK-GER 1, TAT 10),  
 DETECON, Bonn

01/87 - 03/89            **Trainer and Consultant** on programming, computer science, economics,  
IBIS training centre, Andernach, Germany

1978 - 1986            **Tourist Guide and Travel Concepts**  
For France, Belgium, Switzerland, freelancer for various companies  
e.g. Univers Reisen, Cologne, ITS, Paris

**Further experience and expertise**

- More than 20 years' experience in international telecommunications
- More than 20 years' experience in European telecommunications business,  
including start up activities
- More than 15 years of project management, team leading experience (5 to 100 people)
- More than 15 years working experience and team leading experience in multi-cultural environment
- More than 10 years' experience in leading change management activities
- Fluent in English (commercial, technical and legal issues)
- Fluent in French and excellent knowledge of the French working culture

St. Katharinen, 1<sup>st</sup> October 2018