

# MMOS Consulting - CV

Marketing and Management Operation Service

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**Management + Sales + Coach + Trouble Shooter**

**Interim Manager - Project Management**

**Trainer - Consultant - Internationalization**

**Objectives: Increased productivity in sales and project management.**

Customers had been i.e.: MBB, NCR, Univac, Unisys, Intergraph, Oracle, SUN Micro, Matra, SAP-CH, Robotron, PSI Penta, Trend Communication, Producta, Arcor, GEI, debis, T-Nova, T-Systems, Post AG, Trigis, Zucchetti/AXS and many others.

- **MMOS Consulting**, founded at the age of 45: Objectives: Coaching, Rent-a-Boss, Training, Interim Management. Support to multinational organizations and to start-ups.
- **MMOS Computer GmbH**, PC distributor for Apple+IBM++, CRM/databank software development, IT-applications, sales, HW+SW-services. Price erosion and increasing financial requirements caused the decision to finally terminate the GmbH again.
- **Telefile GmbH**, (Interim for 2 years) European Manager + Board Member of Telefile Inc., Irvine Cal. USA. The company in the US was terminated due to financial transactions  
Market: Real Time (own) Mainframe Computer installations (military + scientific) in Spain, Italy, Germany and replacement/upgrades of XDS installations.  
On site sales support for Aeronautical Test Range computer solutions in Cal. USA.
- **XDS Xerox Data Systems** General Manager Germany, responsible for Continental Europe, operationally: reporting to the HQ London; legally: member of the board of the German Xerox GmbH (the Copier Duplicator Company).  
Market: Real Time Mainframe Systems, consisting of XDS mainframes and Turn-Key Solutions including Project Management, for scientific, research, military and space (satellite) customers. Profit achieved within 6 months. Merger with Honeywell.  
Then Start-up of the Xerox Text Processing sales organization in Germany.  
I left this position in order to start my own "**MMOS Consulting**" company.
- **Telex Computer Products**, General Manager for Germany+CH, reporting to the HQ in London; Sales and service of IBM mainframe plug compatible peripherals. Start-up of the German company. Achieved market leadership within 2 years. Merger with Memorex.
- **Honeywell EDP**, Area Manager Frankfurt, sales of mainframe systems (H200 series, competing with IBM 1401->360/370), development and sales of industrial and banking software applications and service; Merger with Bull.
- **Honeywell Aeronautik**, Manager R&D military ruggedized (MIL) computers in Germany, in cooperation with Honeywell in Tampa - Seattle - Minneapolis - Wellesley.  
Merger with CCC Boston.
- **Control Data**, system specialist, Minneapolis **USA**, trainer in hard/software of CDC Mainframe computers (CDC 3400 -> 6600).
- **IBM Poughkeepsie N.Y. USA**, SW-development/real time specialist, development of the operating systems of the Sabre Seat Reservation System for Delta and American Airlines. Temporary assignment to IBM World Trade Marketing in New York.
- **IBM Germany**, R&D Computer Lab, hardware development, trainer, field service. Full IBM sales and computer training.
- **Weserflug Krupp** Bremen/Germany, manager for instrumentation of US military airplane (F84F, F86, T33, Transall), maintenance and refurbishing (airplanes from Korea).
- **Raytheon/Atlas** Germany Bremen, R&D of 3+10cm ship radar development.
- **Education:**, "Diplom Ingenieur" in electrical engineering  
"DBA" in International Management  
"REFA" certification (production optimization).  
Certified(German) "Craftsman" in "electrical machinery and mechanics"
- **Languages:** German, English, basic Italian.