

ANDRÉ HERTER



Born January 15th 1972
Married, one son

Trübnerstraße, 39
69121 Heidelberg

+49 151 678 345 54
hertera@gmail.com

GOALS & MANAGEMENT STYLE

Healthy balance in developing new strategies and incorporating them into execution.
Strong team player with result driven mind-set.

EXPERIENCE

SAP Deutschland SE & Co.KG, Walldorf

2018 – date	Chief Operating Officer & Head of Cloud – Market Unit Central and Eastern Europe (CEE)
2016 – 2018	Head SAP Consulting Germany, Member Executive Management Team Market Unit Germany

Motivation

- 2018: Customer Success – Sales Board Area
moving out of the “comfort zone” and taking over new responsibilities within Sales board area and new countries
- 2016: Transformation
driving biggest transformational project of SAP Consulting Germany and bringing it back on a growth track after five years of decreasing business

SAP (Switzerland) AG, Regensdorf

2014 – 2016	Regional Head DACH (Germany, Austria and Switzerland) Enterprise Support & Premium Engagements
2011 – 2013	Support Manager Switzerland
2005 – 2010	Global Account Director
2002 – 2004	Business Consultant, Senior Consultant

Motivation

- 2014: Regional role
new responsibility in a manager-managing-managers function
- 2011: Premium Engagements
bringing Support Organization and Sales Organization closer together as manager
- 2005: Global Player Customers
being fully accountable for globally operating customers

- 2002: First team lead position
establishing newly formed business consulting practice

SAP (Africa) Ltd., Johannesburg

1998 – 2002 Senior Consultant Controlling and Business Warehouse Management

Motivation

- 1998: International work experience
working as FI/CO consultant with focus on profitability, analysis, product controlling and gaining international experience working abroad

Sanne, Kruse & Pape GmbH & Co., Hamburg

1994 – 1998 Management Trainee

Motivation

- 1994: First work experience
working as controlling team lead for an SAP implementation project

EDUCATION

2006 – 2008	University Degrees
1994 – 1998	Executive MBA at the Vienna Business School Diplom Kaufmann (FH) at Nordakademie (Hamburg).
1992 – 1994	Military Service Officers' Academy (Führungsakademie der Bundeswehr in Hamburg)
Languages	German (first language) English (second language) Dutch (fluently speaking) Swedish (conversational oder beginner?)

Heidelberg, 20.01.2021
André Herter