

Christoph Volkmer
Hamburg, Germany

Christoph is a senior professional with strategic positions held at BMC Software, Hal Knowledge Solutions, Symantec Systems and intersoft AG.

Christoph's skills are in marketing, business development and developing strategic alliances. He started his career at IBM Deutschland as a Key Account Manager in 1988 and formed PeopleNow in 2010.



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His strengths lie in business development with records of success in negotiating alliances with demonstrable records of high value deals and managing large teams. Christoph has successfully merged disparate teams and cultures, strategically funnelling activities to create new revenue streams and consistently meet corporate targets.

Christoph's experience includes:

- Director Sales, Marketing and Consulting for DACH with offices in Hamburg, Munich and Vienna, responsible for the complete business and direct report to the CEO.
- Sales Director at Symantec in Hamburg & Berlin and was responsible for implementing change across 3 offices.
- Head of Sales DACH at Axios Systems in Munich, responsible for the complete business incl. the whole organization in the German speaking European countries.
- Country Manager Germany for the new founded German GmbH, responsible for all activities (sales/ presales / marketing / business-development / F&A and services) including budget and quota in DACH.

During these executive roles, Christoph acquired further important knowledge in:

- Strategic Marketing
- P&L, Budgeting, Business Planning, Forecasting
- Public Relations & External Communications

As a sales person and senior manager, Christoph qualified more than 10 times for 100% Clubs.

Christoph speaks fluent German (mother tongue) and English.