

Kai Lemke
Hamburg, Germany

Kai Lemke is a Senior Executive Manager with extensive experience in corporate and company management as well as sales/marketing management.

Key accomplishments include:

- Over the last 23 years Kai and his team have generated over € 160.000.000 revenue with international and national clients in different verticals like banks, insurance, telecoms, industry etc. The coaching and leadership of account management teams was a important aspect. Most of the time they worked with key accounts at C level. The size of projects were between €100.000 - € 8.000.000.
- Training and education program at the different companies included “leadership & cooperation”, “business monitoring”, “performance management & sales quality improvement”, “sales funnel & time management”
- To manage the HR and Marketing department to achieve the needed quality and to meet the customer needs was although key success factor.



Kai Lemke

As CEO and Managing Partner at Saxonia Systems AG, Kai has been responsible for corporate/ group vision/ mission, strategy and the client relationship management, account team leadership and project management for clients , HR, marketing, finance & controlling and IT/facilities; develop and manage new positioning (Homepage, print, Webex etc.) and capitalize on opportunities for new business and proactive positioning of Saxonia at the clients.

Kai has also created comprehensive analyses of relevant marketplace requirements and competitors and implemented programs that have secured expanding key account business and generated new customers.

Kai started his career Fujitsu Siemens Compute as an Account Manager. He then moved to Dabis in Hamburg and then to TimeSystem in Hamburg where he was promoted to Sales Director and made a member of the Board. Before joining Saxonia Systems, Kai was Sales Director at Compuware Germany, responsible for the Management of a number of sales teams, generating new clients and sales partners and made sales targets of €40m.

Kai has a Masters in Bank Business Administration and has undertaken training in NLP. Kai lives in Germany and is fluent in English and German.