

Time Line Eckhart Hilgenstock

Interim Executive

*Strategic Sales Planning / Business Restructuring / Profit Maximisation / Business Coaching
Process Optimisation / Turnaround Growth / Digital Transformation / Agile Leadership*

Accomplished and results-driven professional with comprehensive experience in business development, sales, marketing, digital transformation, and project management across IT, consulting, and manufacturing industries. Proven success in driving sustainability, ensuring people become self-sufficient, increasing customer satisfaction, creating a new sales organisation, and reducing business cost.

Skilled in quickly analysing key business drivers and creating strategies to grow bottom-line in high growth and turnaround. Resourceful leader; adept at formulating a new e-business strategy, employing a multi-channel concept, growing sales (conversion rate) as well as marketing qualified leads, achieving revenue targets, and recreating delivery capability. Demonstrate professionalism and deliver top results in a high-pressure environment and in complex situations.

Sep – Dec 2022 Deutsche Telekom * Sales Coach
Apr 2021 – Oct 2022 Novatec GmbH * Head of Sales & Marketing
Sep 2021 – Mar 2022 Garz & Fricke / SECO Northern Europe * EVP Sales
Mar – Aug 2021 Schüco Alu Competence * CRM Consultant
Feb – Sep 2020 T-Systems Multimedia Solutions Germany * Sales Transformation
Feb 2019 – Jan 2020 Blaser Swisslube Germany * CEO
2016 – 2018 Adobe Systems * Head of Services Sales EMEA
Oct 2014 – 2015 Adobe Systems * Senior Engagement Manager
Dec 2013 – Aug 2014 Ekato Systems * COO
Dec 2012 – Aug 2013 Berner SE * Project Leader E-Business Europe
Aug – Dec 2012 Swisslog Germany * Sales Manager
Feb – Dec 2012 Europe Match * Management Consultant
Oct 2011 – Jun 2012 Building Material Producer North Germany * Interim Manager
Feb 2011 – Jul 2011 MMIT Amsterdam * Business Manager General Motors Germany
Oct 2009 – 2010 ScanJour A/S Copenhagen * Interim Executive Germany
2007 – Sep 2009 Microsoft * Sales Director Services Germany
2005 – 2007 Microsoft * Business Development Manager Germany
2003 – 2005 Microsoft * General Manager EMEA Sales Global Accounts
2000 – 2003 Lotus Development / IBM Germany * Managing Director Germany, Austria, Switzerland

Education and Credentials

Diploma in Business Administration • Fachhochschule Mainz II

Certified Business and Systemic Coach • (dvct and V.I.E.L)

Interim Executive (EBS) • European Business School

SCRUM MASTER • Adobe Systems

Digital Disruption * University of Cambridge