

Professional Experience

University o. A. S.

Professor of Int. Management Westfälische Hochschule, Gelsenkirchen, Germany	09/2005 –	Teaching, consulting and research in the field of International Management (Marketing, Logistics and Strategy).
Hochschule Bonn-Rhein-Sieg Bonn (Rheinbach), Germany	01/2004- 08/2005	

Deutsche Post World Net / DHL

€ 40 billion turnover, 380,000 employees, 220 countries

Marketing Director, DHL Express Europe Brussels, Belgium	12/2002 - 01/2004	In charge of Marketing for DHL Express Europe (€ 13 billion turnover) with three departments (Product Management, Pricing, Marketing Communication/Services) and two projects (Product Portfolio Harmonization and Rebranding). 30 direct reports – functional responsibility for 300 marketing professionals in 15 countries. Budget responsibility in 2003: > € 100 million.
Director of the Executive Office, DHL Express Europe Bonn, Germany	04/2000 - 03/2003	For the Express Europe division (€ 10 billion turnover in 2002) in charge of Business Development, M&A Projects and IPO of DPWN in 2000. 10 direct reports. Direct report to the member of the Corporate Management Board (Dr. Peter E. Kruse as of 01/2001 / Uwe R. Dörken – until 12/2000).
Director Post-Merger Integration, Deutsche Post Euro Express Bonn, Germany	11/1997 - 03/2000	In charge of M&A projects and post-merger management in Europe especially in France, Italy, Spain and Northern Europe. Working closely together with John P. Mullen (CEO of TNT until 1994 / COO of DHL Asia Pacific as of 2002).

Thyssen Haniel Logistics

(taken over by ABX in 1998)

€ 3 billion turnover, 16,000 employees, 35 countries

Project Leader Corporate Logistics Düsseldorf, Germany	04/1997 - 10/1997	Development and implementation of logistic concepts for international and national customers, strategic analysis, commercial strategy elaboration and evaluation. Development of training sessions.
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UdS – Saarland University

15,000 students – home campus of IDS Scheer

Assistant Professor Saarbrücken, Germany	05/1994 - 03/1997	Consulting and research projects in the field of International Marketing and Logistics. Stand-in for Professor Dr. Joachim Zentes in lectures and seminars. Various publications in German and English.
Assistant to a Professor Saarbrücken, Germany	06/1992 - 04/1994	Co-ordination of seminars; design and maintenance of databases; financial planning and controlling.

General Cologne Reinsurance Company

€ 4.4 billion in premiums, 1,200 employees

Internship Singapore	03/1991	Project Management in the Marketing and Finance/Accounts Department of the Singapore branch with special focus on optimization of the workflow management. Direct report to Dr. Wolfgang Droste – Member of the Management Board.
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Deutsche Lufthansa AG

€ 15 billion turnover, 96,000 employees

Network Manager Frankfurt, Germany	03/1990 - 03/1992	Route, network and capacity planning for air cargo of Lufthansa Cargo AG.
Product Manager Paris, France	08/1990 - 09/1990	Development of a strategic and operational marketing plan for the French passenger and air cargo market.

Prof. Dr. Ludger H. Opgenhoff

Product Manager – Air cargo 06/1989 - 09/1989 Optimization of the workflow of the air cargo handling procedures of Lufthansa Cargo AG.
Barcelona, Spain

Commercial Airline Trainee 09/1986 - 06/1989 In-house trainee program of Lufthansa AG in the areas of Marketing, Public Relations, Finance, Human Resources, air cargo and passenger handling. One of 30 trainees selected from 10,000 applicants.
Various locations in Germany and Madrid, Spain

German Military Service

Oldenburg / Wesel, Germany 07/1985 - 09/1986 15 months mandatory German military service. In charge of uncoded and coded communication.

Education

UdS – Saarland University 03/1994 - 03/1997 PhD in Marketing
Saarbrücken, Germany Thesis: Customer retention in the air cargo industry

UdS – Saarland University 10/1989 - 02/1994 MBA, with distinction (German: Diplom-Kaufmann)
Saarbrücken, Germany

University of Fribourg 07/1991 - 10/1991 Summer School (Preparation for university studies in French)
Fribourg, Switzerland

University of Cambridge 06/1988 Certificate of Proficiency in English
Cambridge, England

Key Competencies

Management Planning, organization and motivation of management teams.
Extensive experience with external consultants.

Communication Experienced presenter, trainer and communicator.

Consulting Segmentation design and implementation; Market research.
Business modeling and strategic analysis; M&A processes.

Coaching Career planning, Change Management, Team coaching.

Languages

German	Mother tongue	English	Management level
French	Operational level	Spanish	Conversational level

Personal details

Nationality German **Date of birth** 18th December 1965 **Status** Married to Dr. Carolin Opgenhoff
Son: Paul Henry (Sep 2004)