

Kontakt

www.linkedin.com/in/wittmannbarbara (LinkedIn)

Top-Kenntnisse

Channel

Cross-functional Team Leadership
Solution Selling

Languages

German (Native or Bilingual)

English (Full Professional)

Russian (Limited Working)

French (Elementary)

Slovak (Elementary)

Certifications

Certified Member of Advisory Boards
and Non Executive Director Boards

Honors-Awards

DAAD - MBA scholarship (German
Government)

Dean's Award for Academic
Excellence

Barbara Wittmann

Country Manager & Senior Director Talent Solutions, Germany /
Austria / Switzerland. Mitglied der Geschäftsleitung
Bavaria

Zusammenfassung

My passion is building and leading high-performing teams in a transformational environment. In the past I have managed businesses in a high-growth environment but also implemented structural changes. Leading compassionately is an important pillar in my beliefs and allows me to combine visionary, strategic thinking whilst driving execution, demand excellence whilst having fun with a diverse team.

I have over 20 years management experience driving strategy, sales and operations in various roles in the digital and tech industry working in large multinational corporations, but also smaller companies. With a master's degree in liberal arts from Munich University, I started my career in management consulting before graduating with an MBA from University of Texas at Austin, USA.

Berufserfahrung

LinkedIn

5 Jahre 11 Monate

Country Manager for Germany, Switzerland and Austria
November 2019 - Present (2 Jahre 5 Monate)

Munich Area, Germany

Responsible for the country strategy for Germany, Austria and Switzerland driving member growth and engagement as well as customer value. Enabling individuals as well as corporations to thrive in a digital world is my focus. Diversity, inclusion and belonging are key requisites on this journey.

Senior Director Talent Solutions Germany, Austria, Switzerland
Juli 2018 - Present (3 Jahre 9 Monate)

Munich Area, Germany

Responsible for the Talent Solutions Business in Germany, Austria and Switzerland I lead a team who supports our large customers building successful strategies how to find, attract and develop talents. Providing insights on topics such as Employer Branding, recruiting strategies as well HR

analytics is a key lever for success in a competitive market environment and the basis of our solutions.

Director Talent Solutions, Germany, Austria, Switzerland
Mai 2016 - Juni 2018 (2 Jahre 2 Monate)

Munich Area, Germany

LinkedIn's vision is to create economic opportunity for every member of the global workforce. My team supports enterprise customers in Germany, Austria and Switzerland driving innovative employer branding as well as recruiting strategies.

Management Center Innsbruck

Lecturer

Juli 2019 - Juli 2019 (1 Monat)

Innsbruck

ImmobilienScout24

Senior Vice President Sales and Sales Operations

Januar 2015 - April 2016 (1 Jahr 4 Monate)

Berlin Area, Germany

Responsible for sales strategy, key account relations as well as sales management and sales operations incl. customer care team driving digital solutions for B2B customers. Implementation of regionalized Go-to-Market model for inside and outside sales teams focusing on solution selling for the following customer segments: residential real estate agents, commercial agents, developers as well as financial institutions.

Dell

15 Jahre 5 Monate

General Manager and Executive Director Sales Consumer, Small and Medium Business

Februar 2011 - Dezember 2014 (3 Jahre 11 Monate)

Halle/Leipzig, Germany

General Manager and Executive Director Sales for consumer, small and medium business customers. P&L ownership being responsible for Go-to-market strategy and execution driving a multichannel sales model (direct and channel sales) in a transformational environment. Led inside and field sales teams with a focus on solution selling.

Site Leader Dell Halle GmbH

August 2005 - Dezember 2014 (9 Jahre 5 Monate)

Halle/Leipzig Germany

Managing Director Dell GmbH and Dell Halle Halle GmbH being responsible for set-up of new site in Halle from its start to 1000 employees including stakeholder management with regional and local government as well as other institutions. Responsible for site and employer branding developing internal and external communication plans.

General Manager and Executive Director Sales Public Sector
August 2005 - Januar 2011 (5 Jahre 6 Monate)
Halle/Leipzig, Germany

General Manager and Executive Director Sales for Public Sector customers in Germany. P&L ownership being responsible for Go-to-market strategy and execution. Implementation of channel sales model alongside direct sales model. Focus on transition from hardware portfolio to solution offerings driving cloud adoption and mobility products.

Sales Director, Head of Business Operations, Head of Proposal Team, Marketing Manager
März 2000 - Juli 2005 (5 Jahre 5 Monate)
Frankfurt Am Main Area, Germany

Sales Director Software & Peripherals Dell Germany, July 2004 - July 2005: Responsible for Dell's branded and 3rd party software and peripherals business. Launch of Dell's printer product line.

Maternity Leave, February 2004 - June 2004

Head of Business Operations, August 2003 - January 2004: Responsible for order management and customer care team for Dell Germany based in Frankfurt and Bratislava. Finalized transition of customer care team to Slovakia and improved order entry processes driving Csat.

Head of Proposal Team, January 2001 - July 2003: Built proposal team for Dell Germany and Austria assisting sales teams responding to RFPs and conducting contract negotiations. Close interaction with legal, operations and global teams.

Marketing Manager, March 2000 - December 2000: Responsible for marketing activities for software and peripheral products.

Business Development Manager Medium Business
August 1999 - März 2000 (8 Monate)
Austin und Umgebung, Texas

Initial role after MBA degree with Dell in Austin before transitioning to Germany. Responsible for evaluation of new partner engagements, products and services from third parties complementing Dell's medium business offerings.

L.E.K. Consulting

Associate Consultant, Associate

September 1994 - Juni 1997 (2 Jahre 10 Monate)

München und Umgebung, Deutschland

Business and strategy consulting with a focus on market entry strategies and competitive analysis.

Ausbildung

The University of Texas at Austin - The Red McCombs School of Business

MBA, Business Administration and Management · (1997 - 1999)

Ludwig-Maximilians Universität München

Master's Degree, Slavic Languages with a focus on linguistics, Economics, Social & Economic History · (1988 - 1994)

Gymnasium Friedberg, Bayern, Germany

Abitur · (1979 - 1988)