



CURRICULUM VITAE

Personal Data

Name	<u>Gunner</u> Christoph Heinrich Winkenwerder
Date/Place of Birth	February 10, 1966 in Hannover, Germany
Residence	Main: Hauptstrasse 29, 91096 Moehrendorf/Erlangen, Germany Second: 48/275 Moo 4, Chergntalay, Thalang Phuket, 83110 Thailand Cell: +49 (172) 443 7795 Mail: gwinkenwerder@web.de
Citizenship	German
Marital Status	single

Summary

Self-driven, creative thinker, highly result-oriented, with a sense for cultural diversity and how to capitalize on it in international teams.

Senior Sales Executive with close to 25 years of experience in software and service sales in EMEA and the US for major industry players as well as start-up type organizations.

Proven skills in building and managing a sales and technical pre- and post-sales team as a business unit.

Experience in various sales management positions at start-ups and other fast growing software companies as well as building a powerful and dynamic sales force by leading the path through selling major multiple M\$ deals myself and coaching team members in large and complex sales cycles. Managed direct as well as indirect sales with P&L responsibility.

Specialties are turnaround sales strategies, start-ups, leading multi-national and multi territorial sales teams, large enterprise software sales, business development.

Professional Career

- 2015 – today Director DACH at Checkmarx Ltd., managing a team of 6 (RSM, PSA, TAM, CSM, ISR & SDR) for the DACH region. Checkmarx is helping over 1200 companies worldwide secure their software applications with our patented Static Application Security Testing Solution (SAST) as well as context-sensitive AppSec training. We support Agile and CI/CD environments by scanning raw source code, providing immediate feedback on the issues and fixes, while saving time and money during the development process. Checkmarx is named Cool Vendor & Challenger in the Gartner Magic Quadrant as well as one of the best SAST solutions for either „on-premise“ and/or „cloud-based“ operations. Strategic key wins include Flextronics, Siemens, Infineon, Accenture, Bayern LB and Deutsche Telekom, Novartis.
- 2010 – 2015 Sales Manager at the HP Enterprise Security Division. I am managing a virtual team of local sales representatives and inside sales responsible for the DACH,CEE, Russia & CIS region. Key focus within the Intelligent IT-Security and Risk Management Platform - including Security Information and Event Management (SIEM) and Intrusion Prevention Systems (IPS) is on Application Security/Software Security Assurance (SSA).
- 2007 – 2010 Strategic Account Manager for Siemens at Hewlett Packard Software (formerly Mercury Interactive until February 28, 2007). In fiscal year 2008, I took over the responsibility for building up the reselling business of HP Software solutions via SAP as well as the Indian SI's like Wipro, Infosys, TCS etc. to drive incremental revenues of >\$ 30. Key wins include KPMG, EON, EnBW, BA, Ferrero and Ministerstvo pôdohospodárstva, Datev, Thales, OCE and Fujitsu.
- 2003 - 2007 Global Account Manager at Mercury Interactive managing a virtual team of local sales representatives and inside sales. Mercury is the global leader in solutions for Business Technology Optimization (BTO) consisting of integrated software, services, and best practices for IT Governance, Application Delivery and Application Management. Sales is involving close relationships to major system integrators and partners. The role is extended to worldwide responsibility in 2005. Key focus is on strategic accounts like Siemens, Linde/BOC, Adidas, BA, MAN, EADS and BMW.
- 2000 - 2002 District Sales Manager at Vitria Technology. Vitria is a leading provider of integration server tools that enable companies to optimize the mission critical business processes both within and beyond the limits of the company, integrating into the collaborative value chain. I am responsible for a multi-channel sales strategy (key-account, system integrators and VAR's) for the market verticals manufacturing, transport /logistic, pharma/chemical and energy in Central and Eastern Europe.
- 1995 - 2000 Global Account Manager for Siemens at Parametric Technology (PTC) running a direct and virtual team. PTC is a leading provider of software helping customers to drastically reduce design cycle times. Main focus is the direct sales of Pro/ENGINEER and Windchill solutions for Collaborative Product Commerce (CPC).
- 1994 - 1995 Sales engineer at General Electric Medical Systems. GE Medical is the global leader in the area of radiology and radiation therapy. Operating from the European headquarter in Paris, France, I was responsible for the support of the regional sales force in German speaking countries especially regarding strategic customers. In addition I was acting as product specialist for radiation therapy.
- 1992 - 1994 Project Engineer in the sales department of Eltag Bailey. Eltag Baily is the leading international provider for industrial process automation solutions. My responsibilities were including pre-projecting, preparation of technical/commercial proposals as well as tender presentations and negotiations until successful win of the bid.

Secondary Education

- 1990 - 1992 Master of Science in Mechanical Engineering (Optomechanics) at Texas Tech University in Lubbock, TX, USA; Minor: Industrial Engineering, Diploma: excellent (3,8)
- 1987 - 1990 Bachelor in Fine Mechanical Engineering at Fachhochschule Wilhelmshaven, Major Biomedical Engineering, Diploma: good (1,8)

Military Service

- 1985 - 1986 Two-year military service in the German Navy as a Sergeant in electronic surveillance

Primary Education

- 1972 - 1984 Elementary, junior high and high school with a major in electrical engineering in Osterholz-Scharmbeck and Oldenburg (Oldb.)

Occupations Accompanying Education

- 1990 - 1992 Two-year research- and teaching assistant in the Department of Mechanical Engineering at Texas Tech University in Lubbock, Texas, USA
- 1990 Six months research work in the technical development of Siemens Automotive in Brake to continue the research project of the diploma thesis.
- 1989 - 1990 One-year engagement as an assistant in the microbiology laboratory at Fachhochschule Wilhelmshaven
- 1982 - 1983 One year practical training for the high school degree in electrical engineering at the predecessor of Deutsche Telekom in Oldenburg


Publications as Co-author

"Determination of Deformations on the Surface and the Interior of Transparent Objects using Holographic Interferometry", Spring Conference of the Society of Experimental Mechanics, Las Vegas, Nevada, USA 8. - 11. June 1992

"Design-Decision Support in Concurrent / Simultaneous Engineering", in "Control and Dynamic Systems", Academic Press, Inc., Orlando Florida, 1992

Additional Knowledge/Certifications

Specialized knowledge in the area of radiation protection (for radiation protection representatives)



Gunner Winkenwerder
Moehrendorf – October 07, 2017