

Curriculum Vitae - Christoph Schinner

* February 11, 1985 in Göttingen, Germany
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Education

Degree: Diploma (expected graduation in 2009)
Majors: E-Business, Sales Management
Regional major: Asia / Pacific

10/05 – 09/09 Degree course in Business Administration at the Private University of Applied Sciences, Göttingen, Germany

07/2004 A-levels (high school graduation): Felix-Klein-Gymnasium, Göttingen

Work Experience

04/08 – present Private University of Applied Science in Göttingen, Germany
Project assistant

- Analysis of the current database of used information system at the university
- Definition of processes needed in the future by a general internal information system

01/08 – present Alvdor GmbH, Göttingen, Germany
Free-lance activity

- New client acquisition and client servicing for CRM and intranet solutions, especially for private institutions

08/07 – present UNICConsult GmbH, Göttingen, Germany
Intern – Management consultancy

- Improved skills in building up and working with databases in a project including the configuration of a new database for a customer
- Researched websites for information about the international heavy truck market
- Supported the development of a new international market strategy

02/07 – 04/07 Otto Bock Healthcare GmbH, Duderstadt, Germany
Intern – Product management, Lower Extremities & Materials

- Prepared a presentation given by the director of Product Management at an international customer meeting
- Analysed customer surveys and presentation
- Organised a workshop for an international certification and developed information material

08/06 – 10/06 PRIMUS Concept AG, Munich, Germany
Intern – Assistant to the vice president

- Developed and built up a customer database for salesmen
- Analysed customer data and conceived new financial strategies
- Created and presented new sales relevant content for salesmen

02/06 – 04/06 Deutsche Telekom AG, T-Systems, Bremen, Germany
Intern – Sales department for medium sized enterprises

- Analysed customer data and developed customer strategies and potentials for sales and new market strategies

07/04 – 09/05 PRIMUS Concept AG, Hanover, Germany
Salesman for financial products

- New client acquisition and client servicing
- Consulted customers, analysed customer needs and data, created financial plans and sold financial products

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Community and other activities

08/04 – 05/05 Evangelical hospital Weende/Lenglern, Göttingen, Germany
Community Service – assistant medical technician for respirators

- Created individual respiratory masks for patients
- Attended and advised patients in handling with respirators
- Taking capillary blood samples for blood analysis

Scientific Work: Research Assistant in the Research Project “Emerging Market Economies in Central Asia” at the Private University of Applied Science under direction of Prof. Dr. Joachim Ahrens, Professor for International Economics (since 03/2008)

Volunteer: Elected president of students in high school for two years (07/2002-07/2004)

Active Member of the initiative “Us” at the Felix-Klein-Gymnasium (high school), Göttingen; developed and implemented structures for better learning and better social integration of new students

Trainer of the girls and boys soccer team in high school (07/2001-07/2004); trained and supervised girls and boys in soccer, active for “Jugend trainiert für Olympia”, a nationwide tryout for school soccer teams

Elected president of students at university for two years (04/2006-present)

Tutor for mathematics and statistics for Bachelor students in 1st and 2nd semester

Active member of the German accreditation students; student evaluator for new bachelor and master programs at German universities

Student representative in the foundation board of the student union for the universities in Göttingen

Member in several search committees for new professors at university in the academics of business administration, business information systems, adaptronics and composites

Achievements: Winner of the “Felix-Klein Award” for corporate engagement at high school, the Felix-Klein-Gymnasium

Skills and interests

Computer Skills: MS Office, especially Access, additionally Project
SAP R\3 (Basics), MS Navision (Basics), ARIS (Basics)
Programming: HTML , CSS (Basics), PHP (Basics), VBA
Dreamweaver (Basics), CMS (e.g. Joomla)
Photoshop, 3D-Tools, Video-Tools

Languages: German (native), English (fluent), French (fair)

Interests: Sports (soccer, volleyball, skiing), computer, model making

June 1, 2008

Christoph Schinner