

Time Line Eckhart Hilgenstock

Interim Executive

Turning Challenges into Structured Growth

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

Accomplished and results-driven professional with comprehensive experience in business development, structuring growth, sales, marketing, digital transformation, and project management across IT, consulting, and manufacturing industries. Proven success in creating sustainable structures, ensuring people become self-sufficient, increasing customer satisfaction, creating a new effective 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.

Areas of Expertise:

- Strategic Planning & Analysis
- Structuring Growth
- Turnaround & Crisis Management
- Business Model Development
- Strategic Partnerships
- Staff Recruitment & Development
- Change Initiation & Execution
- Cost Reduction & Control

Mar 2024 – Sep 2024	B2B E-Commerce Handel von IT-Hardware in der Kreislaufwirtschaft * 70 Mitarbeitende davon 30 in Sales, plus 5 Sales Manager * Interim Projekt Berater Sales Europa
Jun 2023 – Jan 2024	IAB Reinraum-Produkte * 30 Mitarbeitende, 14 in Sales und zwei in IT an mich berichtend * Interim Projekt Berater Vertrieb
Sep 2022 – Feb 2023	Deutsche Telekom * Sales Coach für 15 Account Manager in Norddeutschland
Apr 2021 – Oct 2022	Novatec Consulting GmbH * 300 Mitarbeitende * 25 Mitarbeitende und drei Manager an mich berichtend * Head of Sales & Marketing
Sep 2021 – Mar 2022	Garz & Fricke / SECO Northern Europe * 180 Mitarbeitende, 15 in Sales in Deutschland, England und Schweden * EVP Sales Post Merger Integration
Mar – Aug 2021	Schüco Alu Competence (jetzt Schüco Interior Systems) * 180 Mitarbeitende, 25 Teil der Transformation * CRM Consultant
Feb – Sep 2020	T-Systems (jetzt Telekom) Multimedia Solutions Germany * 1.800 Mitarbeitende, 12 an mich berichtend * Sales Transformation
Feb 2019 – Jan 2020	Blaser Swisslube Germany * 600 Mitarbeitende weltweit, 35 in Deutschland * Geschäftsführer
2016 – 2018	Adobe Systems * 18.000 Mitarbeitende, 2.000 in EMEA, 65 in meinem Team und an mich berichtende Manager in England, Deutschland, Indien, Frankreich, Italien und Spanien * Head of Services Sales EMEA
Oct 2014 – 2015	Adobe Systems * Senior Engagement Manager
Dec 2013 – Aug 2014	Ekato Systems * 100 Mitarbeitende, 70 in meinem Team mit sieben Managern * COO/technischer Leiter
Dec 2012 – Aug 2013	Berner SE * Project Leader E-Business Europe, 9.000 Mitarbeitende, 10 in meinem Team
Aug – Dec 2012	Swisslog Germany * 2.000 Mitarbeitende weltweit, 70 in Deutschland, 10 in meinem Team * Sales Manager

Feb – Dec 2012	Europe Match * Management Consultant
Oct 2011 – Jun 2012	Building Material Producer North Germany * 30 Mitarbeitende * Interim Manager
Feb 2011 – Jul 2011	MMIT Amsterdam * 100 Mitarbeitende * Business Manager General Motors Germany
Oct 2009 – 2010	ScanJour A/S Copenhagen * 100 Mitarbeitende * Interim Executive Germany
2007 – Sep 2009	Microsoft * Sales Director Services Germany (angestellt)
2005 – 2007	Microsoft * Business Development Manager Germany (angestellt)
2003 – 2005	Microsoft * General Manager EMEA Sales Global Accounts (angestellt)
2000 – 2003	Lotus Development / IBM Germany * Managing Director Germany, Austria, Switzerland (angestellt)
