

Curriculum Vitae

Bernhard Demuth



Business Experience

Mathematics, Philosophy, Economics, Psychology

Bernhard Demuth, Entrepreneur

since 2014

Business Consultant

- Leadership development
- **Training** in communication: focus on
 - leadership,
 - conflict, & mediation
 - negotiation
- **Consultancy**
 - Innovation
 - Strategy
 - Sales excellence
- **Creation**
 - Organization development & structure
 - Digital leadership
 - Agile organization
 - Team building (virtual, non-local, etc.)
 - Business Shadowing
 - Intercultural and gender-management
- **Moderation** of events and meetings

Cisco Systems, San Jose, Partner Consultant

2005 - 2014

Senior Director, IBSG, Telecommunication and Internet

- Strategic Consultancy Group for C-level in international and european Telekommunications industry

Vodafone, Frankfurt

1996 -2005

Managing Director Productmarketing

- Responsible for Product-Portfolio Internet and Data

Investment Controlling

1996 - 1999

ALCATEL, Berlin, Lissabon, Stuttgart **1993 - 1996**
Director Software Development

System Consult, Berlin **1991 - 1992**
Teamlead Software Design and Development

Mercedes Benz Research Center, Berlin **1988 -1991**
Tutor Mathematical Research

Tutor at Freien Universität Berlin **1985 -1991**
Mathematics and Philosophy

University Education

- Humboldt Universität Berlin: **Artop Zert. Coach** **2013/14**
- Universität St.Gallen: **Financial Engineering** **2012**
- Fernuniversität Hagen: **Economic Study** **1995-99**
- Freie Universität Berlin: **Diplom Mathematics and IT** **1985-91**
- Freie Universität Berlin: **Magister Philosophie and Literature** **1980-88**

Experience in Coaching, Mediation, Training, Moderation

- Moderation of events and Meetings
- Leadership and people development
- Change Management and introduction of process
- Communication
- Negotiation, presentation & performance
- Training in communications for leaders
- Coaching & Shadwing of leaders
- Conflictcoaching and mediation

Experience at Cisco Systems, San Jose, Telecommunication and Internet

- Strategic consultancy group of Cisco comprising 200 consultants to deal with C-level in european and international telecommunications industry
- Creation of Business Models for telecom strategic leader
- Selected topics in Telco-Industry:
 - Creation of product portfolio for SME
 - Service Provider Quo Vadis 2020- Research on future scenarios of european Telco industry
 - Cloud-Strategy and Cloud market
 - Cloud-Strategy regards virtualisation and SDN (Software Defined Networks)
 - Strategy of cable-industry
 - Priceanalytics and Pricetactics
 - Video product and solutions
 - Research jointly with Analysts of finance sector

- Speeches on ICT topics
- Papers on ICT topics

Business Experience at Vodafone, Frankfurt

- Portfolio Internet and Data for all segments
- Esp. produktportfolio for business segment
- Introduction of DSL-Products, VPNs , Web- and Online product group
- Budgetcontrolling for new networks (IP, Ethernet)
- Businesscasemodels for new networks and plattformen