

Curriculum Vitae: Dipl.-Ing. Roland-Herbert Klesse



Name: Roland-Herbert Klesse
Level: Senior Manager
Nationality: German
Languages: German (native),
English (business fluent)

Employment History

2010 - today	Interim Manager and Senior Executive, top consulting group, Munich, Germany
2008 - today	Account Manager, Middle East & Africa, Nokia Siemens Networks GmbH & Co. KG, Munich, Germany
2005 - 2008	General Manager Sales, Siemens Ltd., Communications Division, Abuja, Nigeria
2000 - 2005	Vice President Sales, Middle East & Africa, Siemens AG, Communications Division, Munich, Germany
1996 - 1999	Head of Division, Siemens Ltd., Communications Division, Cairo, Egypt
1992 - 1996	Director Sales, Middle East & Africa, Siemens AG, Munich, Germany
1989 - 1992	General Manager Sales, Siemens Ltd., Public Communications, Ankara, Turkey
1985 - 1989	Export Sales Engineer, Siemens AG, Public Networks, Munich, Germany
1982 - 1985	University Electronics Braunschweig / Wolfenbüttel

Profile

Mr. Roland-Herbert Klesse is a Senior General Manager with broad and extensive experience in all aspects of international sales business in the telecommunication field (Fixed & Wireless Communication). He was responsible for Business Development, Bid Management, Contract Finalization and Turnkey Realization of projects until final payment. He has established fully operational working Divisions (Sales & Services) including the control of local factories from initiation to final set up and commissioning in a few overseas countries. He has Management and Sales experience of over 24 years gained through overseas assignments of nine years in:

Turkey, Egypt and Nigeria.

Selected Engagements:

- Establishment of a Sales Department and related Planning Department for telecommunication infrastructure in Turkey.
- Planning and Establishment of a complete operational working Division (Sales & Service) for Bid Management and Project realization in Egypt.
- Management of Sales and Service activities related to public and private companies in Abuja, Nigeria.
- Key Account Management experience from the headquarter in Germany for various Central Asia, Middle East and African countries.

General: Business contacts from the planning engineer to the Minister level.