

# Curriculum Vitae: Armin Schneider



**Name:** Armin Schneider

**Level:** Manager

**Nationality:** German

**Languages:** German (native),  
English

## Employment History

- |             |   |
|-------------|---|
| since 2009  | Interim-Manager, Sales Trainer, Marketing Strategy Developer in Hanover   |
| 2001 - 2009 | AirITSystems Hannover GmbH, subsidiary of the airports Fraport an Hanover, leader marketing and sales.<br><br>Responsibly for building a service level management |
| 1998 - 2001 | Siemens AG, Account Manager   |
| 1995 - 1998 | Free insurance and estate agent   |
| 1992 - 1995 | Fleischhauer GmbH, project sales manager  |
| 1990 - 1991 | Ascom Tateco GmbH, sales for distributor  |
| 1986 - 1990 | Nixdorf Computer AG, middle and lager costumer sales  |
| 1986 - 1988 | Nixdorf Computer AG, System technical engineer  |

## Marketing and Sales Experience (Extract)

Mr. Armin Schneider is a Sales and Marketing-Manager in Hannover with a main focus on IT-Business, consulting services and IT contracts. His main industry focus is in the airport, IT-security, consultancy and telecommunication industry.

## Selected Engagements

Mr. Schneider was responsible for all kind of strategic and operational business development. Among others he has experience in:

- Successful market entry as a new enterprise in the telecommunications industry. Large costumer sales NIXDORF COMPUTER AG, Frankfurt (1988 – 1990)
- development of partnership with distributor ASCOM TATECO GmbH (1991)
- Personal direct sales as a freelance insurance and estate agent (1995 – 1998)
- Account Managment : TUI, Deutsche Messe, Hannover Authorities, Airports Fraport Stuttgart Hannover, eon, (1998 – 2009)
- Development of a department of an airport to an independent enterprise. Responsibly for building a service level management und leader of marketing und sales AirITSystems Hannover GmbH (2001 – 2009)
- Sales and marketing for a sound alert system called EVACom by the Blue Ocean Strategie (2010 – today)