

Dr. Christoph O.-Ph. v. Gamm

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CEO, ENTREPRENEUR, DEAL MAKER

Strategy driven senior business development and operational leader with over 20 years of global and pan-European experience that includes successfully turning around performance of large organisations, establishing key functions from scratch, and pioneering major global outsourcing initiatives.

- Track record transforming country teams into integrated global matrix units and closing high profile, multi-million dollar deals with a focus on IT Infrastructure and IT Outsourcing.
- Demonstrated ability to identify and win major new business from blue chip clients.
- Possess polished interpersonal skills to develop and maintain profitable client relationships, favourably influence key stakeholders and build and manage high performance teams of up to 500 personnel.
- Created vast network with extensive experience in DACH, France, UK and USA.
- Wrote a multitude of books and articles on IT, Security, Management issues - since 1994

Key Capabilities

Business Development • Operational Management • Sales Management • Strategic Planning
Change Management • Corporate Strategy • Digital Transformation • Outsourcing Strategies
Profit & Loss • Cloud Computing and Services • Client Relations • Strategic Partnerships
IT Management • Contract Negotiations • Revenue Growth • Cross-Cultural Team Leadership •
Financial Services • Manufacturing • Telecommunications • Public Sector

PROFESSIONAL EXPERIENCE

2012-Present • VONGAMMCOM GLOBAL CONSULTING, MUNICH, Germany and ZURICH, Switzerland

Provides executive search consulting services focused on IT Outsourcing, big deal leadership, sales management and large scale transformations.

Chief Executive Officer

Provide expert advice to clients across distinct business areas on executive search, strategic sales leadership and major deal closures, in the area of technology and outsourcing. Interface with client management to develop strategic business direction. Manage client projects and drive recruitment activities. Developed a business partner ready business system for digital economy franchise purposes.

- Established a business consultancy and executive search organisation from the ground up.
- Won immediate new business from three clients including one major Global Telecommunications company, a global IT Company, a Public Sector IT provider and one of the largest health care insurance companies in Switzerland.
- Provided a roadmap for a leading health care insurer how to triple profits and improve quality
- Orchestrated successful refocus, quality improvement and elimination of corruption of a government entity through development and implementation of a balanced scorecard.
- Hosted public roundtable meetings with senior politicians and policy makers on subjects that covered lean government, healthcare and outsourcing.
- Signed up as a strategic partner for **Miratech**, an IT Outsourcer with HQ in the USA and Ukraine.
- Lecturer at the **EU Business School** for MBAs on Sales Leadership, IT Business and Strategy.
- Setup a separate corporate entity **Cybertrue Capital Partners** for engagements in cybersecurity
- Setup a charity organisation **Gesellschaft für Deutsche Kultur e.V.** for cultural transformation

2008-2012 • CAPGEMINI S.A., ZURICH, Switzerland

One of the world's leading consulting, outsourcing and professional services companies with over 170,000 employees in 44 countries.

Director of Business Development

Served as a member of the Swiss leadership team and president of the Capgemini Suisse SA Pension Trust. Performed role of a managing director with oversight for 80 personnel, led a business development team of 30, and directed local and deal teams. Headed sales and business development for outsourcing services for Switzerland, Austria, Germany and Eastern Europe with a focus on applications, infrastructure, IT, and business services. Industry Focus on Financial Services and Manufacturing.

Restructured the Swiss leadership team and guided transformation of a country-focused business into a global cloud-driven organisation. Held signing power for Capgemini deals.

- Delivered successful closure of outsourcing deals valued at over CHF20M.
- Mended seriously distressed client relationships and restored the public perception of the Capgemini brand in Switzerland.
- Negotiated and closed a multi-million CHF IT infrastructure outsourcing deal with global Swiss based company, Walter Meier AG, that included cloud computing delivery of desktop services, data centre services, service desk and application services worldwide via a cloud system.
- Initiated and oversaw relocation of a service centre from Schaffhausen to Zurich and Krakow and established a Tier-3 data centre twin cloud computing complex in Zurich.
- Engineered 40% cost reduction for a large Swiss consultancy company through implementation of best in class Information Technology Outsourcing (ITO) and Business Process Outsourcing (BPO) strategies that relocated all service desk activities to Poland.
- Guided transformational outsourcing of a Swiss global manufacturing and services company that included consolidation of 9 IT Departments from across the world including Switzerland, USA, Canada, Germany, Hungary, China, Taiwan and France into a single cloud computing entity.

1995-2008 • IBM Corporation, ZURICH, BERNE, MUNICH, LONDON, STUTTGART, ARMONK N.Y.

An American multinational technology and consulting company manufacturing and marketing computer hardware and software and providing infrastructure, hosting and consulting services.

2006-2008 • Business Development Executive Manager, ZURICH, Switzerland

Partnered with local teams to develop and close innovative outsourcing and systems integration deals for the European financial services and telecommunications businesses in North East Europe. Supervised key deal makers and teams of up to 50 personnel. Created a sales programme to encourage greater thought diversity in the IBM sales force. Initiated strategy to connect senior leaders overseeing powerful resources with clients to promote understanding and instil confidence in investment of their resources.

- Managed development and successful closure of a deal with a large telecommunications provider valued at over US\$200M.
- Performed due diligence and oversaw contract negotiations of an infrastructure ITO deal for a global medical devices company that covered datacentre, desktop, helpdesk, and network.
- Renegotiated and closed an at-risk US\$225M deal by working closely with client to create a mechanism of automatic adjustment that worked to both IBM's and client's advantage.
- Devised and delivered presentation on Advanced New Models of Strategic Outsourcing at the Client Innovation Forum to Global Clients at Research Centre, Switzerland in 2007.
- Created a business plan that strengthened corporate structure for a Swiss banking application vendor through development of a business case for global expansion.

2003-2005 • Client Unit Executive, BERNE, Switzerland

Directed 6 sales managers and oversaw sales teams from the hardware, software, services and consulting business units. Supervised a client executive team of 20 personnel. Held profit & loss oversight for revenue of over US\$50M. Led daily operations and development and negotiations of new deals within the Swiss telecommunications industry with clients that included Swisscom, T-Systems (Schweiz), Sunrise, and Orange Switzerland.

- Turned around customer satisfaction ratings from an unacceptable 4 out of 10 to 9.2.
 - Boosted year on year revenues by 15% annually.
 - Orchestrated successful closure of contracts with Swisscom and T-Systems worth US\$150M and US\$105M respectively.
 - Initiated and led a special project for a mobile service delivery platform that enabled IBM to gain entry into Swisscom Mobile business.
 - Headed renegotiations of terms and conditions between a public services company and a US company resulting in establishment of new ground rules leading to double digit revenue growth.
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2001-2003 • EMEA Sales Leader, Communications Sector, MUNICH, PARIS & LONDON

Oversaw hardware and software sales to the Telco and media segment for the European communications sector and managed 150 sales personnel across an international matrix structure. Managed key customer engagements and drove revenue and profit growth. Administered profit & loss for revenue of over US\$400M. Established partnership agreements with sector specific software vendors. Travelled extensively to Eastern Europe, Saudi Arabia, Egypt, UK, and the USA.

- Turned around troubled business, boosted revenue for Intel level servers by 55% and stabilised mainframe and storage sales in a shrinking dot.com market.
- Increased PC and Laptop business 44% and grew servers business by over 20% in 12 months.

1995-2000 • Public Relations & Communications Manager, BÖBLINGEN & MUNICH, Germany

Oversaw communications and PR for IBM's research and development function in EMEA and supervised a staff of 12 personnel. Headed a team of communications specialists focused on improving the company's public image. Previously assumed roles of Marketing Communications Manager for IBM EMEA Storage Systems Division and Public Relations Manager for the IBM DACH Software Group.

- Established a best in class Research & Technology programme for European Labs.
- Achieved best group media coverage throughout Europe
- Managed global PR Launches

1992-1995 • CVG TRENDLIMONE, MUNICH, Germany

Owner / Managing Director, Setup of an online e-Zine including the affiliate delivery infrastructure of more than 150 affiliates.

1989-1990 • GERMAN AIR FORCE, PINNEBERG and FREISING, Germany

Education as Staff Sergeant and Radar Engineer, worked as deputy of a platoon commander in an air surveillance data center.

EDUCATION

PhD Degree in InterCultural Business, Cultural Sciences – 2011

Europa University Viadrina, Frankfurt (Oder), Germany

Thesis: "Multi-National and Intercultural Services Organisations and Their Integration In Front of Global Clients"

Master of Arts Degree in Sales Management – 2010

Portsmouth University, UK

Client Unit Executive Certification – CEP - AMP – 2004

INSEAD, Fontainebleau, France

Master of Business Administration Degree – 2001

Open University Business School, Milton Keynes, UK

Diplom-Ingenieur Univ. /MSc. Degree, Electrical and Information Engineering – 1995

TUM Technische Universität München, Munich, Germany, majoring in Crypto and Software Engineering

Thesis: "Modeling and Simulation of a Crypto Smart Card Operating System"

TRAINING / CERTIFICATIONS

Negotiation, Selling, People Management, IT & Outsourcing, IBM "Basic Blue", Hunting (Bavaria)

PROFESSIONAL MEMBERSHIPS

Rotary International - President Rotary-Club München-Bogenhausen 2017/2018, Verein Deutscher Ingenieure (VDI), INSEAD Alumni, Network.CH

LANGUAGES

Fluent in German, English and French, proficient in Italian and Spanish, very basic Russian
