

Curriculum Vitae

Matthias Nott

Senior Director
SAP HANA Enterprise Cloud

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Civil Status:	Married, 1 Child	Date of Birth: 05/14/1971
Citizenship:	German	

Fortitudine Vincimus – By Endurance We Conquer

Profile

Highly motivated IT Leader and Senior Technology Expert, Project Manager, Solutions Architect and Expert Programmer with 25+ years experience in managing 150+ IT projects on all scales. Driven, analytical, astute and business savvy Executive Level Manager. Particularly effective in communicating highly complex technical matters as well as business strategies on an executive level. Superb Salesperson with proven track-record of identifying and acquiring high net worth accounts and creating business representations from ground up. International professional experience in Europe, United States of America, South-East Asia, Middle America. Excellent knowledge of English, French and German. Working knowledge of Polish. Basic knowledge of Spanish, Italian, Malay and Russian. Academic background from Physics, Chemistry and Economics. Currently following University of Liverpool's DBA/MBA program.

Professional Experience & Certifications – Summary

- 2014 – Senior Director, SAP HANA Enterprise Cloud
 - 2013 – 2013 Regional Head MEE, SAP HANA Enterprise Cloud Services Sales
 - 2012 – 2013 Business Manager Consulting, Virtualization and Cloud Management
 - 2010 – 2012 Principal Technology Architect Reporting & Analytics, ITTS, SAP
 - 2008 – 2009 Senior Technology Architect, Technical Team, SAP Switzerland
 - 2006 – 2008 Service Line Leader for Products, EMEA, Business Objects
 - 2004 – 2006 Solutions Architect for Business Objects Switzerland S.A.
Appointed “2004 World Wide Excellence Award for the Consultant of the Year”
 - 2002 – 2003 Senior Postsales Consultant, Business Objects
 - 2000 – 2002 Senior Project Manager and Solutions Architect, Vignette
 - 1997 – 1999 Country Manager USA, MICRO-PLUS
 - 1991 – 1997 Country Manager France, MICRO-PLUS
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- NLP Trainer, Trained and Certified by John Grinder, the Co-Developer of NLP
 - Business Objects Certified Professional
 - Vignette Certified Solutions Architect

SAP Experience – Detail

Senior Director, SAP HANA Enterprise Cloud	
Duration	2014 –
Area	Sales
Role	Leading the GTM Presales activities for strategic SAP HANA Enterprise Accounts in MEE and EMEA

Regional Head MEE, SAP HANA Enterprise Cloud Services Sales	
Duration	2013 – 2013
Area	Sales
Role	Leading the GTM of SAP HANA Enterprise Cloud in MEE (Middle and Eastern Europe)
Highlights	<ul style="list-style-type: none">– Strategic: Responsible for setting directions to support SAP’s business objectives, to develop a long-term view of the business environment, and to establish the business model to meet evolving challenges in the cloud market. Lead the regional team of business development, bid process, presales, with regional sales directors. Align activities with other regions.– Operational: Monitor critical business levers to determine effective execution of strategy: Sales Pipeline, Backlog, Trend Analysis, License Sales pursuits and associated services opportunities, and prime engagements sold.– Leadership and Development: Support business by recruiting, acquiring and developing talented employees.– Customer Satisfaction: Assure customers receiving appropriate value for their investment; manage escalation process; mitigate risk; share learning

Business Manager Consulting Virtualization and Cloud Management	
Duration	2012 – 2013
Area	Technical Services
Role	Leading Development of Virtualization and Cloud Management related Services

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- Highlights
- Responsible for supervising the development of all consulting services related to SAP's next generation flagship Cloud Platform as a Service product, SAP HANA Cloud
 - Manage Integration of Business Intelligence and Mobility Know-How to lead creation of management level, mobile dashboards to measure the success of SAP's Virtualization and Cloud Management effort
 - Analyze and supervise inception of a cloud-based collaboration and development platform designed to support millions of farmers through NGOs in developing countries with mobile business intelligence capabilities, bridging their information gap
 - Successfully co-organized the first North-American conference of SAP's technology services in Palo Alto and Philadelphia and represented SAP HANA Cloud on these occasions;

Position	Principal Technology Architect, ITTS
Duration	2010 – 2012
Area	Consulting
Role	Manage International Teams Adding Business Objects and Business Intelligence Know How to the ITTS organisation

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- Highlights
- Top Talent fellowship for Global Communications, improving communication across the world wide SAP Labs Network
 - Spear headed development of Sales Support Mobile Applications on the iPad
 - Responsible for managing the integration of Business Objects products into highly visible scenarios like the SAP Regatta Dashboard, serving 200k+ customers with live updates on mobile devices
 - SAP Max Attention for UBS

Position	Senior Technology Architect, Technical Team, Switzerland
Duration	2008 – 2009
Area	Consulting
Role	Entrusted to provide deep technical expertise and extraordinary analytical, management and communication skills to customers and account managers.

Highlights	<ul style="list-style-type: none"> – Successfully and very rapidly managed integration of Public Key Infrastructure Technology to meet requirements of a major Swiss Bank into the core SAP Business Objects Product Portfolio, unlocking a significant show stopper on a major Proof of Concept. – Managed communication about these security solutions so that they draw immediate interest by worldwide accounts, namely the US Department of Defense and UBS. – Responsible for the integration of Business Objects products on a highly visible SAP flagship product, the SAP Discovery System. – Charged with representing Business Objects strategies at the 2008 Sapphire focusing on product extensions and Enterprise Service Oriented Architectures (ESOA). – Trusted with providing the right architectural recommendations to large accounts: UBS, Credit Suisse, Zurich Insurance, Rolex, RBS Coutts, UBP, BNP as well as a number of Swiss Governmental Organisations.
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Position	Service Line Leader for Products, EMEA
Duration	2002 – 2008
Area	Consulting Management
Role	Charged to bridge the communicative gap between business knowledge and highly technical matters. Proven track record in identifying business opportunities 20M+ USD by extending Business Objects products as well as creating new products from ground up. Trusted Manager, Technical Advisor and Architect for highly visible projects.
Highlights	<ul style="list-style-type: none"> – Successfully identified opportunities to extend Business Objects WebIntelligence while managing all product support aspects. Implemented the first set of product extensions for UBS, thus unlocking 2M+ of revenue. – Trusted with providing management and in-depth technical experience to more than 80 highly visible accounts on a world-wide level. – Very successfully presented Business Objects product extensions on the Business Objects Insight User Conferences in Cannes, 2006 and Berlin, 2007, driving substantial immediate revenue.

- Service Line Leader for Products, EMEA, 2007.
- Global Field Services Representative for burn-in testing of a major product release in Vancouver, 2006.
- Global Education Services Readiness Representative, 2005.
- Global Services Field Advisory Board Representative, Paris, 2005.
- Appointed to the World Wide Presales Leadership Council, 2004.
- Appointed to the European Field Advisory Council, 2004.
- Appointed Solutions Architect, Business Objects Switzerland, 2004.
- Received world-wide “2004 World Wide Excellence Award for the Consultant of the Year“
- Identified unmet business opportunities of 10M+ USD and invented products to meet these opportunities, 2003.
- Hired as Senior Post Sales Consultant, Business Objects Germany, 2002.

Pre-SAP Activities

2000 – 2002

Vignette Corp., Austin, TX

Senior Project Manager and Solutions Architect

Successfully managed the implementation of large scale and highly visible customer web sites like Allianz.com and 30+ other projects.

- Advanced Services Readiness Representative, 2002: Representing world-wide product consulting on customer projects and sales opportunities
- Senior Project Manager and Solutions Architect
- Received “2001 World-Wide Leadership Award”
- Regular Presenter at International User Conferences
- Hired as Post Sales Consultant, Vignette, Germany, 2000

1997 – 1999

MICRO-PLUS, Lincoln, NE

Country Manager

Orchestrated start-up and successful growth of the US representation of a leading chemical feed additives and flavor company

1991 – 1997

MICRO-PLUS, Rennes, France

Country Manager

Orchestrated start-up and successful growth of the French representation of a leading chemical feed additives and flavor company

General Information

Academic	University of Goettingen, University of Liverpool		
SAP Certification	Business Objects Certified Professional		
Professional certifications	Vignette Certified Solutions Architect		
Citizenship	German		
Home Location	1872 Troistorrents, Switzerland		
Languages	Since 2003	Polish	(working knowledge, currently learning)
	Since 2001	Malay	(basic knowledge, currently learning)
	Since 1999	Spanish	(basic knowledge, currently learning)
	Since 1998	Sinhala	(basic knowledge, no current practice)
	Since 1996	Italian	(basic knowledge, no current practice)
	Since 1988	Russian	(working knowledge, A-level / distinction)
	Since 1984	French	spoken and written (very good)
	Since 1981	English	spoken and written (very good)
	Since 1971	German	(native speaker)

Education/Training and Certifications

DBA/MBA	–	Following the DBA and MBA programs at Liverpool University since December, 2012
SAP	–	Business Objects Certified Professional
	–	Business Objects Universe Design
	–	Business Objects Web Intelligence
	–	Crystal Reports
	–	Business Objects Data Integrator (Introduction)
2011	–	NLP Trainer, Trained and Certified by John Grinder, the Co-Developer of NLP
2002	–	Management in Social Groups, covering: Communication, Personal Techniques, Team Techniques, Motivation, etc.
2001	–	Conflict Management, Presentation, Communication, Rhetoric, Team Management
	–	Vignette Certified Solutions Architect
2000	–	Vignette Internal Trainings (VAF, VAPP, V/5, V/6). Object Oriented Analysis and Design (OOAD) Java Implementations
Pre-2000	–	Multiple Sales trainings and technical instructions, as a Trainee as well as a Trainer

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| 1996 – 2000 | – Studies of Agricultural Sciences with an emphasis on Animal Production, Biochemistry and Agricultural Economics |
| 1993 – 1996 | – Fundamental studies of Chemistry with an emphasis on Physical Chemistry (Theoretical Thermodynamics, Quantum Mechanics) and Organic Chemistry |
| 1991 – 1993 | – Fundamental studies of Mathematics and Physics with an emphasis on mathematical methods, analytical geometry, and nuclear physics |
| 1991 | – A-level with distinction in Physics and Chemistry, French and History. |