

Curriculum Vitae

Name Kopp, Martin Friedrich
Address Ulmenweg 2
74257 Untereisesheim
Date of Birth 18.July 1966 in Heilbronn/Germany
Nationality German
Married, one son (22 years)



Experience

01/1995 – today

SAP SE, Walldorf

01/2015 – today

Global General Manager 'Healthcare Providers'

Job description:

Responsibility for SAPs end to end global Healthcare Providers business including revenue and cost budgets

Major achievement

- Grow the global customer base which drives sustainable growth of maintenance revenues
- Create significant cloud revenues
- Integrate solutions from SAP's acquisitions into the Healthcare Portfolio (SuccessFactors, Ariba, Fieldglass, Concur, Qualtrics)
- Deliver a digital transformation journey for Healthcare Provider organizations
- Support the development and lead the go to market efforts for SAPs personalized healthcare program

Drive SAPs vision to '*help the world run better and improve people's lives*' by leveraging the full breath of SAP innovations.

- Advisor to Heidemarie Wiczorek-Zeul for the Friends of the Global Fund to defeat Malaria, Aids and TB.
- Attendee and speaker at WEF in Davos 2016 on how private sector companies can help with creative models to deliver sustainable solutions in developing countries

06/2010 – 12/2014

Global Vice President and IBU Director for the industry 'Healthcare Providers'

Job description:

Developing and driving the global strategy for the industry 'Healthcare Providers' for SAP.

Responsibility for revenue and business development for the industry globally

Drive SAP solution portfolio for SAP for Healthcare including the design, shipment and roll-out of end-to-end solutions (incl. SAP Business Suite, Industry Solution clinical and administrative, mobile solutions, analytical solutions, cloud solutions, big data solutions)

Orchestration and support of SAP's strategic partners

Maintain relationships with key customers, press and analysts

Manage a global team with up to 25 direct reports and numerous indirect supporters (Marketing, industry principals, controlling, operations, legal counselors and partner management)

01/2009 – 05/2010

Vice President and Chief Technology Officer (CTO) for the Healthcare Sector

Job Description:

Responsibility for all strategic decisions concerning technology in the Health Sciences industry cluster (Healthcare Provider, Life Sciences, Health Insurances)
Monitoring the technological trends in the Healthcare sector.

07/2003 – 12/2008

Director Solution Management SAP for Healthcare

Job description:

Global Responsibility for SAP's solution portfolio globally leading an international team of solution managers

01/1995 – 06/2003

SAP Deutschland AG & Co. KG, Deputy consulting manager, project manager and senior consultant

Job description

Consult and support of SAP customers during the implementation of SAP solutions.

01/1994 – 12/1994

Kreissparkasse Heilbronn (Bank)

Employee in the IT and Organization department of a German local Bank

Education

11/1988 – 12/1993	Friedrich-Alexander-University Erlangen-Nuernberg Management Science Degree <u>Focus:</u> Business Informatics, Financial Science (Bank), Operations Research, <u>Degree:</u> Diplom-Kaufmann Beneficiary of the 'Eberle-Butschkau-Stiftung'
04/1988 – 04/1988	Basic Military Service
08/1985 – 01/1988	Kreissparkasse Heilbronn Professional education to a qualified bank clerk
07/1976 – 07/1985	Albert-Schweitzer-Gymnasium in Neckarsulm <u>Degree:</u> Abitur certificate

Special Skills and Competencies

<u>IT – knowledge</u>	MS Office (advanced) Windows (advanced) SAPs product suite (proficient)
<u>Language</u>	German: native speaker English: fluent French: basic
<u>Hobbies</u>	Running, Hiking, Restore and drive classic cars Successful support of a team during the German 'Gründerpreis' initiatives (German Entrepreneurship competition) Member of the 'Friend of the Global Fund Germany' lead by Heidemarie Wiedzorek-Zeul