

Vita

Name: Oliver Schilling
Date of Birth: 26.08.1962
Marital Status: Married with two children, aged 21 and 25

As an **Interim Manager** for your enterprise,
I offer the following:

- Maintain continuity during illness
- Implement decisions
- Establish sales and platform business

Deliver Professional **Project Management**



Professional experience

09/2006 – 12/2019

SAP SE, Walldorf

04/2007 – 12/2019

Power of attorney SAP SE (“i.V.”)

05/2018 – 12/2019

Vice President Intelligent Enterprise Solutions Partner Test,
Member of the Works Council with focus on Finance

05/2012 – 04 /2018

Vice President, Business Information Technology

- Analytics partner test worldwide
- Partner product feedback for development
- Analytics partner “Infodays” in India

10/2010 – 04/2012

Vice President, across Line of Business (LoB) strategic
projects

- Co-lead on program “LE reselling” – also known as “off-payroll sales” for large SAP enterprise customers
- 89% growth in LoB Segment

09/2006 – 09/2010

Vice President Suite Ecosystem and Partner Group

- Collaboration and innovation between SAP development und system integrator partners – e.g. Accenture, IBM, TCS, Wipro, Cognizant, and Infosys
- Best practice rollout globally for partner initiatives in SAP Board area “Business Suite and Technology”

04/2003 – 08/2006

SAP Germany AG & Co. KG

Prokura SAP Germany (“ppa.”)

Head of Partner/Alliance Management

- "Board of Partners": Platform with 16 partner and 16 top SAP executives
- €84.8m incremental partner revenue/2005, 18% of SAP Germany license revenue

09/2000 – 03/2003

04/2001 – 03/2003

SAP America Inc., Newtown Square, USA

Vice President Strategic Alliance Network

- Transformed the alliance division from an administrative role to a revenue-generating sales support division
- P&L responsibility partner business North America

09/2000 – 03/2001

Director Alliances Strategy USA

03/1989 – 08/2000

02/1998 – 08/2000

SAP Deutschland AG & Co. KG

Global Key Account Manager

- MAN AG, Carl Zeiss/Schott Glas, Deutsche Babcock Borsig AG
- €10 Million license revenue in 2 years

08/1995 – 01/1998

System House Manager for value-added resellers

- itelligence AG (previously SVC AG)
- Persuaded SAP to invest 25% initial investment capital to itelligence in 1997 – IPO yielded €35m profit for SAP
- Supported/initiated 6 industry solutions leading to 50 new customers

01/1995 – 07/1995

Presales

03/1989 – 12/1994

SAP consultant for national/international projects, training for SAP modules – Finance, Controlling, Asset Management

09/1986 – 02/1989

Steeb Informationstechnik GmbH, Abstatt

Consulting, presales, training, Cobol programming for Steeb asset management modules

Education

Diplom-Betriebswirt (FH), passed with distinction

FH Würzburg, Computer Science and Organizational Mgt

Additional knowledge

- I am a PMI-certified project management professional
- With extensive global and cross-cultural experience: leading international teams, I worked for several years in the USA and made 42 work assignments throughout India
- I am a trained business coach – practicing since 2010, a Reiss Motivation Profile Master since 2011, and a mentor