

## CURRICULUM VITAE

### Personal Data:

Name Klaus Terner  
Address Kuckucksweg 2  
61440 Oberursel  
Date/Place of Birth May 23, 1958 / Dortmund, Germany  
Marital status Married, two children



### High School Education:

04/65 – 06/83 Graduated from the Fachoberschule für Wirtschaft (Technical College of Economics) in Dortmund, Germany

### Community Service:

04/77 – 04/87 Katastrophenschutz (Served in disaster prevention)

### University Education:

09/83 – 06/86 Completed interim examinations in economics at the University of Wuppertal (Germany)

09/86 – 04/90 Continued business studies at the University of Cologne (Germany)  
Specialization: Product Marketing  
Supply Marketing  
Economic and Social Psychology  
Graduated with a degree in business administration

### Professional Experience:

08/78 – 06/80 Management training at Württembergische Metallwarenfabrik AG (WMF), a well-known manufacturer of kitchenware  
Completed apprenticeship in retail administration

07/80 – 03/81 Junior employee training at WMF for a career as branch manager

04/81 – 07/82 WMF Branch Manager in Lüdenscheid, Germany

08/90 Began working for Milupa AG, a German baby food company

until 12/91 Junior Sales Manager in Baden Württemberg (German federal state)

01/92 – 10/92	Key Account Manager
11/92 – 03/94	Junior Product Manager, complementary foods
04/94 – 12/95	Product Manager, jar food
01/96 – 09/96	Dialogue Marketing Manager
10/96 – 04/98	Management Supervisor at Promotional Campaigns, a subsidiary of Ogilvy & Mather
05/98 – 02/00	Member of the management board at KFP – Integrierte Kommunikation GmbH
03/00 – 01/06	Head of SME Marketing at SAP Deutschland AG & Co. KG
02/06 – 07/11	Director Global Ecosystem & Partner Marketing at SAP AG
08/11 – 12/19	Sr. Director ISVs & Digital Commerce Marketing at SAP SE

**Language Skills:** English (good)

**Other:** Member of Lions Clubs International; President of Lions Club Oberursel 2008 – 2009