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INTERNATIONAL SALES DIRECTOR / SENIOR MANAGER

♦ Government and Corporate Sectors - EMEA - Maximizing Profits ♦

A high performing, well networked Sales Director who possesses an impressive record of bringing innovative products to market (software and hardware). Building networks and alliances and making technology and the benefits transparent to end users. Experienced in selling to Governments and Corporate Sectors throughout EMEA, plus the Asia & Pacific regions. Accomplished in handling indirect sales models (selling through partners), having built up a great reputation with multiple partners in a competitive environment. Identifying strategies, forming alliances, maximizing channel revenue and optimizing a partner and client bases. Technically astute with the ability to map customer needs to practical solutions.

AREAS OF EXPERTISE

- Strategic Planning
- Business Development
- Channel Management / Expansion
- Project Management
- Govt. Sector Development Solutions
- Maximizing Investments & Profits
- Partner Recruitment / Development
- Selling Through Partners
- Budgetary Controls
- Developing New Markets
- Maximizing Channel Revenue
- Sales and Marketing
- Sales Presentations
- Negotiating / CRM
- Leadership

PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

SALES DIRECTOR

Jan 12 - Present

GenKey, Eindhoven Area, Netherlands:

a the leading provider of biometric solutions for Biometric ID systems.

- Identifying and providing customer solutions ranging from large-scale multi-modal de-duplication system based on GenKey's ultrafast BioHASH-based matcher that can be combined with any third party biometric match to biometric verification solutions based on for example ISO 24745 compliant biometric recognition.
- GenKey's solutions can be used to provide the biometric functionality for ID cards, Machine Readable Travel Documents, Match-on-Card, Biometric Registration Systems, Single-Sign-On and many more.

VICE PRESIDENT SALES (EMEA, ASIA & PACIFIC)

Jan 08 - Dec 11

Cross Match Technologies: a global provider of best-in-class, multimodal biometric identity management solutions;

- Initially responsible for Sales in Europe, Middle East, Africa, (then later Asia and Pacific since Jan 2009 *). Responding to the continuous changes in the fast moving industry whilst marketing participants' most pressing needs. Directing Sales Teams (4 SMs and since Jan 2009, up to 4 countries), Sales Engineering and contributing as a Sales Manager for Middle East, Eastern Europe, India and Russia. Reporting to the Senior Vice President (Worldwide Sales).
- Developed and implemented the partner strategy throughout the region.
- Developed and implemented new key accounts and sales structure throughout the region.
- Secured major projects in Eastern Europe, Middle East, Northern Africa, Australia and Asia.
- Cross Match became No. 1 in Sales in the World's largest Biometric project (UID India).
- **Attained the "Highest over-achievement" accolade @ 207%** (as a privately held company CMT restricts publishing numbers and my revenue numbers are confidential. However, personal success is illustrated by career progression and added territorial responsibilities). *

PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS (CONTINUED)

SENIOR SALES MANAGER

Oct 07 - Jun 08

Cross Match Technologies:

- Responsible for sales in Central/Eastern Europe, Middle East and Southern Africa.
- Secured major projects in South Africa.
- Implemented initiatives that grew sales in Eastern Europe.

TECHNICAL (PRESALES) MANAGER (GLOBAL HEALTHCARE AND OEM RELATIONS)

Oct 05 - Oct 07

ActivIdentity (aka ActivCard): a global leader in identity assurance and strong authentication solutions;

- Responsible for all pre-sales and project activities for Novell, (ActivIdentity's largest OEM customer).
- Conducted training sessions and technology presentations to Novell, Novell's partners and end-customers within the EMEA region in support of sales and critical projects.
- Liaised with all Novell offices in EMEA.
- Coordinated technical problem escalations between Novell (Europe, US) and the development team in Australia.
- **Achieved Projects** with Swisscom, Dubai International Financial Center.

REGIONAL CONSULTING MANAGER (EMEA)

Jul 03 - Oct 05

Protocom Development Systems: a global leader in enterprise single sign-on technology;

ActivIdentity (above) acquired Protocom.

- Responsible for all pre-sales and project activities and a small team of Pre-Sales Engineers (4 people in 4 countries). Interfaced between regional sales and development in Australia. Also responsible for the EMEA training program.
- Company Representative / Ambassador at important international client meetings.
- Conducted training sessions, technical and sales presentations to OEM customers, end-customers and partners.
- Monitored and updated financial data. Analysed and optimized profitability for all European markets.
- Liaised with all the European offices at senior level regarding CRM matters.
- Initially hired as a Senior Consultant and became head of the team within only 3 months.
- **Achieved Projects:** with Deutsche Postbank, Airbus, BASF (Germany), Connexion, UZ Maastricht, Dutch Ministry of Finance, Allianz NL, Kuwait Oil, Ministry of Education in Bahrain, Eskom in South Africa and many more.

CONSULTING MANAGER (GLOBAL HEALTHCARE AND OEM RELATIONS)

Jan 00 - Jun 03

Aagon Consulting GmbH, Germany:

a software manufacturer and service provider of advanced IT, (Client Management Services and Security);

- Responsible for a team of up to 15 consultants and the Consulting division: project acquisition, resource planning, project management, as well as the support sales department.
- Certified Trainer for Intrusion Detection, Vulnerability Management, Virus Protection, Firewall - Symantec certification scheme. Held trainings for Symantec in Germany and Russia.
- **Headed Multiple Projects:** Migration of over 30 city administrations (Backend and Front-End, SW distribution), Virus Protection scheme for K+S AG, N-ERGIE AG, MDR; infrastructure renewal K+S AG.

MANAGER CONSULTING

Aug 98 - Jan 00

Trainer Unlimited GmbH:

a German Training & Consulting Company (Microsoft & Novell Certified Training Center);

- Responsible for a team of up to 10 consultants, various external contractors and the consulting division: responsibilities also commensurate with the position above.
- Microsoft Certified Trainer, Microsoft Certified System Engineer, Novell Certified System Engineer, Lotus Certified Professional.
- **Headed Multiple Projects:** Migration of over 20 city administrations (Backend and Front-End, SW distribution), Network Migration and SW Distribution Toyota Kreditbank, RTL Neue Medien, Stinnes, BPW.

EARLY CAREER SUMMARY

Senior Consultant	International Software Partners, Deutschland	1998
Managing Director	TeleMaster GmbH – fully owned subsidiary of Tiptel AG	1995-97
Managing Director	Langguth ComputerSysteme GmbH	1993-95

PERSONAL

Languages:	Fluent German and English.
Marital Status:	Married, 2 children.