

Dietmar G. Fuchs

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Overview

- ❖ Successful IT sales executive with 25 years of experience
- ❖ Extensive knowledge of EMEA with a special focus on Central and Eastern Europe, including Russia and CIS
- ❖ Strong expertise in selling software solutions to telecommunications industry and large enterprise and government customers
- ❖ Customer focused; consistently exceed sales targets by increasing sales from existing accounts and unique ability to garner new accounts
- ❖ Proven expertise in sales, leadership, strategic planning, and P&L responsibilities
- ❖ Excellent track record of building and leading effective sales teams
- ❖ Ability to work for both startups as well as Global Fortune 100 companies
- ❖ Strong communication skills in German and English
- ❖ Energetic and driven

Key Achievements

1. I increased FY14 (ending July 2014) sales by 37% over prior year, exceeding total sales targets by 109%. My region was the only one within global NMS/OSS to achieve such strong sales growth, thereby increasing the EMEAR share of total group sales from 28% to 40%.
This strong performance was achieved on top of an already strong FY13, where I increased sales by 103% over the prior year, exceeding total sales targets by 209%.
2. Proven channel and partner contacts (ISV's, VAR's, OEM's, global players) including IBM, Cisco, Alcatel-Lucent, Ericsson, Apple, Accenture, Cap Gemini, Dimension Data, and Atos.
3. US\$ multi-million deals at Deutsche Telekom (at various subsidiaries), Telekom Austria, MTS, Vypelcom, Rostelecom, UPC, National Rail, Vienna Insurance Group, and Sberbank.
4. Recipient of IBM award for "outstanding leadership and contribution to Software Group business".
5. Multiple "Employee of the month" and "Employee of the Year" awards at Micromuse

Professional Experience:

Cisco Systems Inc., (NASDAQ: CSCO) San Jose, CA; Vienna, Austria **2012 – July 2014**
Regional Sales Manager - EMEAR

I was head-hunted by Cisco Systems in December 2012 to lead the NMS/OSS Sales Team (network management systems/operations support systems) for Europe, Middle East, Africa & Russia (EMEAR). We are selling NMS and OSS solutions that are developed and maintained by the Cisco "Cloud Virtualization Group" business unit to all industry segments with a focus on service provider and large enterprise and government customers.

keFox solutions Ltd., Cork, Ireland **2008 - 2012**
Managing Director – Sales and Director

Co-founded keFox solutions Ltd., a provider of innovative third-party software solutions (OSS, NMS, APM) and related consulting services to communication service providers and outsourcers. Customers include T-Mobile, Alcatel-Lucent, NSN and several other service providers and enterprises. I now advise the company as a Member of the Board of Directors.

FancyFon Software Limited, Cork, Ireland; Gdansk, Poland **2008 - 2012**
Chief Operating Officer (COO) and Director

FancyFon Software is a leading Mobile Device Lifecycle Management solutions provider offered by mobile operators (including T-Mobile, Vodafone, Orange, BT, TeliaSonera and A1/Telekom Austria Group) with customers and partners in Europe and USA. I was responsible for global sales and marketing. I now advise the company as a Member of the Board of Directors.

Iptivia Inc., New York, NY; Vienna, Austria
VP Sales and Managing Director - EMEA

2007 - 2008

Iptivia offers a software-based application that provides service providers with real time views of the health of the services, including network resources, layer 3 visible components and service paths. I was responsible for the EMEA region and built from scratch a business development and EMEA technical pre-sales team, created a global VAR/Reseller program, developed global pricing in multiple currencies for different regions, re-defined the corporate message, signed in channel partners, and built up a significant sales pipeline.

IBM Corporation, (NYSE: IBM) Armonk, NY; Vienna, Austria
Director of Tivoli Software for IBM - CEE & ME

2006 - 2007

Following the acquisition of Micromuse by IBM in December 2005, I was encouraged to stay on to lead a widely disbursed sales and pre-sales team in Central Eastern Europe and Middle East (CEE & ME) with a focus on OSS/NMS solutions for service providers. I received an award from IBM for "outstanding leadership and contribution to our Software Group business" and exceeded my sales target by 198% in 2006.

Micromuse Inc. (Nasdaq: MUSE) San Francisco, CA; Vienna, Austria
Regional Director - Germany, Switzerland, ECE & ME

1999 - 2006

Micromuse Netcool, a software solutions business, offers management capabilities in the areas of business service management, network and consolidated operations management, security information management, performance management, and Internet protocol convergence, mainly for service providers and large enterprise and government organizations.

I built from scratch the company's sales force in Eastern & Central Europe (including Russia & CIS), grew it to a team of 25 people, and led it to being the most successful emerging market region globally. Based on my success I was also given responsibility for Germany, Switzerland and the Middle East region, which resulted in responsibility for one-third of the company's EMEA revenues. I restructured and dramatically improved operations in Germany and Switzerland, and opened additional operations – after I successfully sold the initial licenses - in Moscow (Russia), Dubai (UAE), Warsaw (Poland) and Zurich (Switzerland). I sold the first €7.5m+ net license deal in EMEA and multiple other €1m+ new license projects. I and my team successfully supported the customers, leading to incremental business and giving Micromuse key customer references and growing maintenance revenues.

Due to consistently exceeding my sales targets (up to 405% of annual targets), I was awarded "Employee of the Quarter/Year" numerous times. I was also a member of the Micromuse Global Strategic Board (as the only sales member aside from the EVP Global Sales) and Global Pricing Team. Following the acquisition by IBM, I was asked to join the Micromuse GLOBAL and EMEA Integration Team covering sales and channel aspects.

Boole & Babbage Inc. (Nasdaq: BOOL) San Jose, CA; Vienna, Austria
Sales Manager

1995 - 1999

I sold software solutions for IBM mainframe and client-server environments to large enterprise and service provider customers in Austria, Hungary, Slovak Republic and Czech Republic. I consistently exceeded my targets (including achieving 415% of my target one year) and was a frequent member of the company's Presidents Club. I left the company after it was acquired by BMC Software Inc. (NYSE: BMC).

Other

1982 - 1995

After my Military Service as a radioman at the Austrian Army, I worked for Hertz Rent a Car as station manager at the Vienna Airport and at several smaller IT companies in Austria as sales manager.

References are available from senior executives at multiple firms.

<http://www.linkedin.com/in/dietmarfuchs>