



Hans Merki

Objective

Consulting enterprise in developing new markets based on changing business models. Facilitate and coaching process of change. Project management/coaching

Professional Accomplishments

Fürstenberg Forum FF Germany 2006 – today
Spokesman & board member - forum concept co-development, ongoing adaption, strategic selling, partner recruiting, event organization, project qualification.

Hewlett-Packard Company HP, Switzerland, Europe, Global 1985 - 2006
Country consulting & global business development manager - managing consulting business, complementing hard & sw products, enabling solution selling in the swiss manufacturing, education & financial market. Developing advanced applications in air traffic-control and e-banking. Global program development in Customer Relation Management CRM. Creating & manage knowledge management forum with global swiss based companies.

StorageTeck Company STC, Switzerland 1982 - 1984
Country manager - hardware & SW services - manage and growth the IBM compatible system market in Switzerland.

Control Data Corporation CDC Switzerland, Europe 1969 - 1982
Hardware & SW engineer, business development, region and european manager - solving hardware problems on most advanced super computers for scientific use, writing system and application software, creating the IBM compatible market.

Leeds & Northrup L&N Australia 1965 - 1968
Electronic service engineer - repair, modify and calibrate high precision electronic instruments for medical and manufacturing market including electrical powerstation control.

Education & personal data

Electrical & industrial electronic engineering, business & management
Certificates ; Switzerland, Australia, USA
Date of birth ; 19.11.1944
Civil registry ; married
Leisure ; skiing, hiking, travel