



Willi Berchtold

[Scroll down](#)

Berchtold was born in 1950 in Singen, southern Germany. After completing degrees in Business Economics and Business Informatics, he began his career at IBM Germany in 1978 as Assistant Sales Manager. Thereafter, he held various IBM sales management positions. At the beginning of the 1990's, Berchtold moved to IBM's European headquarters in Paris as Senior International Service Marketing Strategist. In 1992, he returned to Germany as Assistant Regional Manager IBM Region North in Hamburg, Germany. In 1993, he became Director of Marketing and Product Management, Software and Services Business. In

1994, he became General Manager of Global Services, IBM Germany. He was promoted to Managing Director of IBM Germany in 1995. In 1997, he was named Managing Director of IBM Global Services, Central European Area, including Russia.

Berchtold was Chairman of the Board of Management and CEO of Giesecke & Devrient GmbH, Munich, from October 1, 1998 through October 31, 2004. After acquisition of shareholder majority, he became Chairman of the Supervisory Board of Secunet AG, Essen in 2004.

In 2005, Berchtold was elected CFO and member of the Board of Management at ZF Friedrichshafen AG, Friedrichshafen, Germany. His responsibilities included Finance, Controller, and Information Technology.

In 2011, he became Managing Partner of his own financial holding company, CUATROB GmbH, Überlingen, Germany. Willi Berchtold is the Chairman of the Supervisory Board of Bundesdruckerei GmbH.

From 1998 to 2000, Berchtold was Chairman of the Board of the German Federal Association for Information and Communication Systems (BVB). From its formation in 1999, he was also Vice-President of the German Federal Association for Information Systems, Telecommunications and New Media (BITKOM), the umbrella organization for the ITC sector. Berchtold was elected President of BITKOM in 2003 and reelected in 2005. In addition, he was elected Vice President of the Federation of German Industries (BDI) in 2004.

From 2007 to 2009, Berchtold was a member of the Research Alliance project at the Federal Ministry of Science and Research. In 2008, he was elected a curator of Zeppelin University, Friedrichshafen, Germany. In 2009, he became a member of the Board of Trustees, University of Pforzheim, Germany. In 2010, he became a curator of the non-profit society for research transfer. In July 2010, Berchtold was elected Honorary Professor of "Industrial Information Technology," University of Bremen, Germany.

[Scroll up](#)