



# Curriculum Vitae

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## **Willi Berchtold**

August 14, 1950 born in the city of Singen / Baden-Wuerttemberg  
Technical apprenticeship, EDP vocational training  
Studies: Business Economics (graduate Bachelor of  
Business Administration / UAS)

Studies: Business Informatics (graduate Economist)

1978 Sales assistant at IBM Deutschland GmbH, Stuttgart (Germany)  
1979 Sales representative for production companies of IBM Deutschland GmbH, Villingen (Germany)  
1984 Sales Manager at IBM Deutschland GmbH, Stuttgart (Germany)  
1987 Branch Manager at IBM Deutschland GmbH, Würzburg (Germany)  
1990 IBM Europe, Paris (France)  
1992 Assistant Regional Manager for Region North of IBM Deutschland GmbH, Hamburg (Germany)  
1993 Sectional Manager for Software and Services of IBM Deutschland GmbH, Stuttgart / power of procurement (Germany)  
1994 General Manager, Head of Global Services of IBM Deutschland GmbH (Germany)  
1995 Managing Director of IBM Deutschland GmbH, (Germany)  
1997 additional: GM Global SVC Central Region  
October 1998 Chairman of the Board of Management of Giesecke & Devrient GmbH, Munich (Germany)  
Chairman of the Supervisor Board of Secunet AG  
April 2005 - April 2010 Executive Vice President of ZF Friedrichshafen AG

Finance, Controlling and Information Technology

## **external mandates:**

Member of the Board of Directors

Bundesdruckerei GmbH (Chairman)

## **Activities in Industry Associations**

1996 - 1999 President of BVB (Federal association of information economy)  
1999 Initiator of the foundation of BITKOM  
(Federal association of information economy, telecommunication and new media)  
1999 - 2003 since foundation Vice President of BITKOM  
2003 - 2007 Executive President of BITKOM  
2004 - 2007 Vice President of BDI (Federal association of the German Industry)  
2007 - today Member of the Board of BITKOM  
2007 - 2009 Member of the Industry-Science Research Alliance of BMBF (Ministry for education and research)

Since 2011 Managing Partner of CUATROB GmbH

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