

Sven Walther, Altglienicker Ring 4, 15806 Zossen, Germany  
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## ***Experience***

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### **Since June 2017**

*Principal Consultant API Management, Presales*

CA Technologies, Darmstadt, Germany (home office Berlin)

- Presales for the CA solutions in the API Management space:
  - API Gateway
  - Developer Portal
  - Microgateway
  - Live API Creator
- This role includes but is not limited to
  - Implementing demo scenarios
  - Presentations (live demo)
  - RFP / RFI
  - PoC
  - Installation on-premise
  - Docker / Kubernetes / OpenShift
  - Trade shows
  - Conferences

### **May 2016 – May 2017**

*Solution Engineer International*

Blueprint Software Systems Inc., Toronto, Canada (home office Bavaria)

- Presales for the Requirements Management System Blueprint Enterprise
  - Waterfall
  - Agile
  - Integrations
- This role includes but is not limited to
  - Presentations (live demo)
  - Implementing demo scenarios
  - Workshops
  - Partner trainings
  - RFP / RFI
  - Trade shows
  - Conferences

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#### **Oct 2014 – April 2016**

*Tech Sales Consultant Europe, Middle East and Africa*

Akana Inc, Los Angeles, United States of America (home office Bavaria)

- Presales for the Akana solutions in the API Management space:
  - API Gateway (Network Director as well as Policy Manager)
  - Community Manager (Developer Portal)
  - Lifecycle Manager (SOA Governance)
  - Envision (Reporting and data analysis)
- This role includes but is not limited to
  - Implementing demo scenarios
  - Presentations (live demo)
  - RFP / RFI
  - PoC
  - Installation on-premise
  - Cloud offerings (for example AWS or Azure)
  - Trade shows
  - Conferences

#### **Apr 2011 – Sep 2014**

*Senior Sales Consultant Haufe Suite*

Haufe-Lexware Services GmbH & Co. KG, Planegg, Germany

- Preparing and performing live presentations of the SaaS portal solution "Haufe Suite"
- Preparing and performing test environments
- Implementation of customer instances
  - Installation of new instances
  - Configuration to the customer's needs
  - Hosting workshops and administration trainings
  - Internal coordination of customer specific development
- Internal trainings of sales representatives
- Internal assistance for marketing and sales
- Internal presentations on sales meetings and more
- Installation of a Sales Consulting team

#### **Nov 2006 – Mar 2011**

*Presales Consultant International*

BancTec ECM Solutions GmbH (formerly Beta Systems Software AG), Augsburg, Germany

- Preparing and performing live presentations of the different software solutions of Beta Systems in the business unit ECM for international customers
  - FrontCollect: Workflow and correction of scanned documents ("Input Management")
  - Prosort: Complete scanning solution
  - FrontOffice: Digital mailbox system
- Preparation and leading of pilot systems at customers site
- Calculation and presentation of complex offers including Hardware, Software and Consulting

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**Feb 2006 – Jun 2006**

*Sales Executive Germany North*

prevero Deutschland GmbH, Munich, Germany

- Sales and distribution of the product "infoplan-delta"
  - infoplan-delta is a controlling suite for use in companies with multiple controllers. It is mainly used by the German electric utilities
- Performing presentations, attend at exhibitions, making the full sales-cycle

**Jan 2004 – Dec 2008**

*Self-employed in a second job as IT-Consultant*

Althegenberg, Germany

- Programming and maintaining of small websites for the building industry
- done in parallel to regular employment

**Jan 2002 – Jan 2006**

*Regional Sales Manager Germany North and Germany East*

Infopark AG, Berlin, Germany

- Sales and distribution of the product "Infopark CMS Fiona" in a very technical driven way
  - Infopark CMS Fiona is one of the leading Web Enterprise Content Management Systems in Germany and used by many of the big German companies in all kind of branches
- Doing the full sales-cycle including all kind of presales like building up a prototype and making some workshops with the customers

**Sep 2000 – Dec 2001**

*Software Consultant*

Infopark AG, Berlin, Germany

- Managing projects in all phases
  - specification
  - technical works (installing server software, configuration, customization)
  - in the end roll-out and teaching the editors and administrators
- Setting up the servers including all needed daemons
- installing and configuring the distributed Content Management System "NPS" and the needed databases (Oracle, Sybase or MS SQL-Server) and
- editing the required source codes (mostly (X)HTML, CSS, PHP and Tcl).

**Aug 1997 – Aug 2000**

*Apprenticeship as Banker*

Landesbank Berlin, Berlin, Germany

- Worked two years in a branch of the Berliner Sparkasse (biggest bank in Berlin). This job included work with all types of customers (including private customers and companies). The last two semesters I worked in the human resources department and in the back office for futures and options at the stock market.
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## **Education**

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### **1997 – 2000**

*Study of business administration*

Berufsakademie Berlin, Germany

- German Diplom, usually ranked between a bachelor and a master

### **1990 – 1996**

*Highschool*

Ulrich-von-Hutten Oberschule, Berlin, Germany

- High School Diploma (B+)

## **Additional**

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*Native German speaker*

*English: 7 years in school, 3 years of Business English at the university and from 2006 to 2011 in daily use as Presales Consultant International and again since 2014 as Presales on EMEA level and working for North American companies*