

# CURRICULUM VITAE



## Ralf Korell, M.D.

### PERSONAL DATA

Birthday: 31.12.1963 / Berlin  
Marital Status: married 1985,  
three children: 1985, 1987,  
1993)

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54568 Gerolstein

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### EDUCATION

7/84  
Graduation certificate (1,7)

4/85–11/93  
Study of medicine, Free  
University, Berlin

03.11.1993  
3rd state examination,  
finalization of study

02/92–5/93  
Research work for planned  
dissertation

29.03.1996  
M.D dissertation (cum laude),  
free university of Berlin

### EMPLOYMENT HISTORY

Since 11/2013  
*PARTNER MANAGER*

Cisco Systems GmbH, Eschborn  
Partner Manager for T-Systems International  
Until 10/16 Public Operation  
Since 11/16 Industry, Enterprise Accounts, International  
Business and Public Operation  
Solution and consulting sales, systems  
integration, strategic, operational and regional  
business development, target account  
development, interdisciplinary consulting and  
product development.

08/2006 – 11/2013  
*STRATEGIC ACCOUNT  
MANAGER*

Cisco Systems GmbH, Eschborn  
Solution and consulting sales, strategic  
business development for German Agency for  
unemployment.

06/2005 – 07/2006  
*KEY ACCOUNT MANAGER*

Cisco Systems GmbH, Eschborn  
Solution sales federal government (national  
authorities, social welfare)

10/2003 – 05/2005  
*SR. ACCOUNT MANAGER*

BMC Deutschland GmbH, Frankfurt  
Sales (license, education and consulting) for  
government customers (ministry of defence /  
army, health insurance (AOK), German railway  
(DB))

09/2001 – 09/2003  
*VERTRIEBSLEITER*

BMC Deutschland GmbH, Frankfurt  
Management of a sales team government (four  
sales, one technical acct. mgr.) for northern  
Germany. Customers: health insurance (AOK),  
ministry of defence / army, postal bank  
(Postbank).

8/1999 – 3/2001  
*KEY ACCOUNT MANAGER*

BMC Deutschland GmbH, Frankfurt  
Sales (license, education and consulting) for  
government customers (ministry of defence /  
army, communal computer centers, local gov-  
ernment)

6/1997 – 7/1999  
*KEY ACCOUNT MANAGER*

Oracle Deutschland GmbH, Düsseldorf  
Sales (license, education and consulting) for  
government customers (communal computer  
centers, local government in Nordrhein-  
Westfalen), Business development healthcare  
vertical

## SKILLS

### Additional Certificates

ITIL Service Manager  
(0702#310732882, 19.02.2008)

### Languages

GERMAN: mother tongue  
ENGLISH: fluent

### IT

MS OFFICE: Expert  
PROG: C, Pascal, Basic,  
Pearl, Python, HTML  
DB: Oracle, MS Access

### Other

Relation management  
Business development  
Very good selling skills  
Project management  
Time management  
Very good presentation and  
training skills

12/1995 – 5/1997  
*BERATER*

Oracle Deutschland GmbH, Berlin  
Database administration  
Software development (CDM)  
Project management  
Project acquisition

9/1994 – 11/1995  
*BERATER*

EMi GmbH, Berlin  
(same project, paperless hospital)  
Projectmanager (time- and resource man-  
agement for ten project members)  
Interdisciplinary coaching (IT/ medicine)  
Software-Development (CDM)

12/92 – 8/94  
*FREIER MITARBEITER*

EMi GmbH (Engelhorn Medical Informatics),  
Berlin  
Implementation of a „paperless hospital“  
(private heart disease center), Frankfurt/M)  
Database administration  
Software-Development (CDM)



Gerolstein, 16. September 2017