

CURRICULUM VITAE



Ralf Korell, M.D.

PERSONAL DATA

Birthday: 31.12.1963 / Berlin
Marital Staus: 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 02/2019
*STRATEGIC ACCOUNT
MANAGER*

Cisco Systems GmbH, Eschborn
Solution and consulting sales, strategic
business development for non-university
research institutes in Germany

11/2013 – 02/2019
PARTNER MANAGER

Cisco Systems GmbH, Eschborn
Partner Manager for T-Systems International
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,
Perl, 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, 1. August 2019