

CHRISTOPHER H. VILLINGER

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The Netherlands Born on 8 December 1973

LANGUAGES

- English: Fluent
- Dutch: Fluent
- German: Fluent
- Spanish: Intermediate



EDUCATION

- 2004 - 2006 IESE Business School Barcelona, Spain
Master of Business Administration (Bi-lingual International MBA Program)
- 1991 - 1995 Tulane University New Orleans, Louisiana, United States
Bachelor of Science with Honors in Electrical Engineering, Math Minor

EXPERIENCE

- 2006 - 2007 Teleplan International N.V. The Hague, The Netherlands
Corporate Strategy and Development advising the Executive Management Board Electronics Warranty Repair
- Defined corporate level strategy by coordinating business unit strategies of nine product groups.
 - Developed the 3-year financial forecast model used for budgeting and refinancing with lending group.
 - Conducted competitive market due diligence for potential mergers and acquisitions.
- 1999 - 2004 Microsoft Corporation Redmond, Washington, United States
Marketing Program Manager - Developer Marketing Software and Services
- Created the strategic marketing plan for the US Web Developer target audience, managed \$2M annual budget. Achieved a 300% uptake in ASP.NET technology usage in one year.
 - Launched monthly programming training seminars in coordination with key Web hoster partners.
 - Drove adoption of Microsoft technology by 80% of the top hoster partners.
- Marketing Program Manager - E-Commerce Initiative
- Established the annual Microsoft Venture Capital Summit in Silicon Valley, bridging the gap between the industry's top VC partners and Microsoft's executive board.
 - Produced a 12-city roadshow, securing Intel and Compaq sponsorship, training 8000 developers.
- Product Manager, Windows Marketing - Windows 2000 Launch Team
- Developed showcase demos for two Bill Gates keynote presentations among several other executive keynotes, and integrated key alliance partners.
 - Drove awareness and demand leading up to the Windows 2000 product launch by building product and solution scenarios for executive keynotes, tradeshows, and field sales tools.
- 1995 - 1998 Andersen Consulting, LLP (Accenture) Palo Alto, California, United States
Senior Consultant - Promoted three times from Analyst Technology Consulting
- Designed and implemented call center strategies to significantly improve customer service.
- Insurance: Aon Enterprise, Chicago, IL – Computer telephony integration to reduce central policy creation time from days to hours for regional brokers.
 - Energy: YPF (Repsol), Buenos Aires, Argentina – Consolidated enterprise contact center strategy.
 - Telecom: US WEST (Qwest), Denver, CO and Seattle, WA – Customer loyalty and retention system.
 - Healthcare: Kaiser Permanente, Walnut Creek, CA – Call center market and technology analysis.
 - Telecom: Pacific Bell (AT&T), San Ramon, CA – Deployed new IT systems, managed system administration and helpdesk operations for 2000 users.

ADDITIONAL EXPERIENCE

- 2005 Neumann Kaffee Gruppe: EDE Consulting Quetzaltepeque, Guatemala
Business Intern for PCSO-ACCSO Coffee Production
- Wrote a business plan for a newly established association of 800 coffee farmers to self-fund and commercialize their harvest for above market prices on the open market.
 - Established a 3-year roadmap to financial independence from NGO support.
- 1992, 1994 ROLM, A Siemens Company California And Florida, United States
Summer Intern in Santa Clara (1994) and in Boca Raton (1992) PBX Equipment and Software
- Designed and programmed a Windows prototype for a call center supervisor application.
 - Led product convergence with Europe via presentations at Siemens in Munich, Germany.

PERSONAL INTERESTS

- IESE Entrepreneurship, Real Estate, High Tech & Media, Rowing. Tulane Kappa Sigma Fraternity Treasurer.
- Children's Ski Instructor: Silver Diaper Award, Sugar Bowl Corporation, Lake Tahoe. PSIA Level 1 Certified.
- Meticulously restored a 1966 Ford Mustang convertible over the course of 3 years.
- More passions: historic architecture, travel photography, live music at the New Orleans Jazz & Heritage Festival.