**Norbert Fuchs**

[](http://www.aaa-projekte.eu/s/cc_images/teaserbox_7229190.png?t=1416334083)Economics Engineer, focus on [communications](https://3c.gmx.net/mail/client/dereferrer?redirectUrl=http%3A%2F%2Fdict.leo.org%2Fende%2Findex_de.html%23%2Fsearch%3Dcommunications%26searchLoc%3D0%26resultOrder%3Dbasic%26multiwordShowSingle%3Don) technology, Technical University of Berlin

Longstanding experience in management consulting gained in Big 4 as well as specialized consultancies (AT&T, Deloitte, convio)

Specialized on projects in the ICT and Energy industries

Entrepreneur / MD since 2002

Expert for ICT service portfolio optimisation and ICT Sourcing

**Focus**

        Optimisation of product and service portfolios

        Strategic repositioning

        Engineering of customer-oriented processes

        Pragmatic management of top projects

**Core Competencies**

        ICT product and service portfolios

        Implementation of new products and services

        Outsourcing, Service Request Management

        Strategy development and implementation in the IT, Communications and Energy industries

        Post merger integration

        Design and enforcement of lean IT architectures

        Leadership concepts and culture

        International project & program manager

**Relevant Project Experience**

        Large ICT outsourcing, service portfolio and service request management for a large energy group

        Several Post Merger Integration projects in the IT, Communications and Energy industries

        Strategic decision for future service provider structure

        Production consolidation, implementation and internationalization of modular IT services for a large ICT service provider

        Strategy reviews for IT service providers

        Implementation and optimisation of programme management

        CRM Implementation in a Corporate Sales organisation

**Personal data**

        Living in Hamburg, Germany

        Languages: German (native), English (business fluent)

        Personal strengths: Analytic thinking, pragmatic approach, strength-orientated, cooperative, focused

        Norbert Fuchs on Xing > [https://www.xing.com/profile/Norbert\_Fuchs](https://3c.gmx.net/mail/client/dereferrer?redirectUrl=https%3A%2F%2Fwww.xing.com%2Fprofile%2FNorbert_Fuchs)