



MORITZ WERNER

- Seasoned Executive Advisor & Coach; experienced motivational key note speaker
- Founder of THE NWC: Worldwide cycling challenge for HPV cancer prevention → >€0.6m donated to cancer research
- High Profile Senior Executive at SAP & Salesforce: Sales & Business Development for Fortune 50 customers → >€2b sales

**PURPOSE
GOALS
RESILIENCE**

CEO TROCADERO ADVISORS: CREATE PURPOSE & EXCITE IN SALES

As of 2014 Paris

- **Sales Enablement:** Dataiku, PROS, Dassault Systèmes, Signatrix, Sylpheo, IFP, Olympus
- **Talks:** Doctolib, Medidata, MSD, Vitra, PSI, DKFZ, IGR

SPECIALITIES

Sales enablement
Business development
Community building
Career development

Portrait, People & Event Photography

FOUNDER & PRESIDENT THE NWC: START UP & BUSINESS DEVELOPMENT

2016 - 2025 Paris

Created from scratch a Worldwide Cycling Challenge to raise awareness and funds in the fight against infection and virus caused cancers (HPV):

- **PURPOSE:** Promote cancer prevention to reduce cancer risk by 40%; Live the moment, accept the challenge, fund cancer research
- **RESULTS:** Community 4500+ members, riders >4,000, donations > 550€k; 23 cities, 4 continents (2016-2025)
- **KEY PARTNERS:** Saint-Lazare, Zéfal, MSD, Medidata, Poilâne, Faber-Castell, DKFZ, IGR

AVP ENTERPRISE SALES EMEA: SALES - BUSINESS DEVELOPMENT

2012 - 2014 Paris

- **CLIENTS:** Nestlé, Daimler, E.ON, Zurich, Berner, STMicro, B.Braun
- **QUOTA** attainment >105%; 4 reports
- Opening new clients; closed biggest Chatter deal; data privacy escalation (Snowden)

EXECUTIVE IN RESIDENCE: CLOUD COMPUTING

2011 Paris



EDUCATION

Dipl.-Ing. Agriculture
economics & organic farming
University Bonn 1987 - 1992

Apprenticeship & work
organic farming 1984 - 1986

Civil Service
disabled people & organic farming 1983

German Scholarship Foundation

LANGUAGES

German - native
English - very fluent
French - fluent

INTERESTS

Cycling, Photography, History,
Art, Fashion, Thanksgiving

CONTACT

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CONSULTANT/PROJECT MANAGER MCKINSEY SPIN OFF: CPG, CHEMICALS

1992 - 1995 Neuss: strategy-, organization-, process-, restructuring projects

