

Moritz Werner

Create purpose, build resilience, make progress

- Founder of THE NWC a non profit start up: Worldwide cycling challenge for HPV cancer prevention → >€0.6m raised
- High Profile Senior Executive at SAP & Salesforce: Sales & Business Development for Fortune 50 customers → >€2b sales
- Community builder international trilingual results driven purpose oriented customer centric - curious

FOUNDER & PRESIDENT THE NWC: START UP - NEW BUSINESS DEVELOPMENT

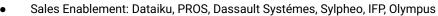
As of 2016 - Paris

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

- Reduce cancer risk by 40%: Live the moment, accept the challenge, fund cancer
- 2024: community 3500+ members (+20% to 2023), participants 900 (+20%), donations > 100€k (+20%), >180€k revenue (+20%); 17 cities in Europe, USA & Asia
- Key partnerships with Saint-Lazare, Zéfal, MSD, Medidata, Poilâne, Faber-Castell, DKFZ, IGR, ...

CEO TROCADÉRO ADVISORS: CREATE PURPOSE & EXCITE IN SALES

As of 2014 - 11 Paris



Talks: Doctolib, Medidata, Vitra, PSI, DKFZ, IGR

AVP ENTERPRISE SALES EMEA: SALES - BUSINESS DEVELOPMENT

2012 - 2014 - T Paris

salesforce

- Quota attainmeent >105%; 4 reports
- Clients: Nstlé, Daimler, E.ON, Zurich, Berner, STMicro, B.Braun
- Opening new clients; closed biggest Chatter deal; data privacy escalation (Snowden)

EXECUTIVE IN RESIDENCE: CLOUD COMPUTING

2011 - Paris



SALES LEADERSHIP- DEALMAKING - SALES OPERATIONS - BUSINESS DEVELOPMENT - VALUE ENGINEERING - PROJECT MANAGEMENT

1995 - 2015 - Walldorf - Philadelphia - Paris

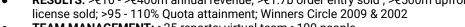


- CLIENTS: Air Liquide, Apple, Bayer, BMW, Bosch, Coca Cola, Colgate, General Electric, Caterpillar, Daimler, E.ON, ExxonMobil, Ford, Hitachi, Hoechst, ITT-Automotive, Lockheed Martin, Nestlé, Procter & Gamble, Saudi Aramco, Shell, Unilever, Valero Energy
- ROLES: Head of Global Enterprise Agreements (2006-2010); VP Executive Board Office (2003-2005); VP Business Development (2000-2003); Global Account Director (1998-2000); Project Manager R/3 (1995-1998)
- BUSINESS DEVELOPMENT: New Business Model for software licensing; customer engagement; subscription accounting, administration & reporting; Executive Advisory Board; software pricing; sales compensation; Global Account Management & Program; Value Engineering
- **RESULTS:** >€10 ->€400m annual revenue; >€1.7b order entry sold; >€500m upfront
- TEAM MANAGEMENT: >25 reports; virtual team >100 people

6. rue Théodule Ribot F - 75017 Paris









SPECIALITIES

Purpose, Resilience & Progress

- → Motivational speeches
- → Advisory & coaching Dealmaking
- → Set & achieve goals
- → Deliver on time
- → Customer story, relationship & closing

Portrait, People & Event Photography

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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