Curriculum Vitae – Ger Clancy

Personal Details

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**Profile**

A seasoned professional, with many years of sales, operations, people and product management experience, dedicated to the success of internal and external clients and stakeholders.

Thought leader, speaker, blogger around topics of innovation, collaboration, interoperability and standardisation.

**Education**

1996 - 1997 **University College Cork,** MA in German Language and Literature

1992 - 1993 **Friedrich Alexander University, Erlangen, Germany,** Erasmus

1990 - 1994 **University College Cork,** B.A. Honours Degree, German and Geography

**Employment History**

Sept 2002 – to date **IBM**

2014 - date **Senior Product Manager – Peppol, eInvoicing, Partner Automation**

* Development of the IBM Peppol, elnvoicing, OCR, RPA and Webform global services offerings
* Interaction with stakeholders, existing + potential public and private sector clients globally
* Preparation, delivery of blogs, videos, webinars, marketing material for internal + external
* Generation and progression of pipeline of sales opportunities

2002 – 2013 **Sales Teamleader / Sales Manager, IBM DACH, (PC, Server, Strategic Outsourcing)**

* Responsible for 2-3 teams of Sellers, varying over the years between 9 and 27 direct reports
* Ownership of 50-150M per year sales revenue

1998 – 2001 **Gateway GmbH**

**Telesales Teamleader (Dublin + Munich)**

* Telesales Of PCs, Laptops and Servers to Major Accounts clients in German markets

1995 – 1997 **Irish Pub Goldener Mond (Erlangen, Germany)**

**Bar Manager**

* Manager of a busy Irish Pub and live music venue

**Languages** English (fluent)

 German (fluent)

 Spanish (intermediate)

**Publications** Peppol @ IBM <https://www.youtube.com/user/PEPPOLIBM>