

Curriculum Vitae

Kai Opitz

Date of birth: 28.11.1992
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Education

09.2012 – 10.2015 Dual Study - Bachelor of Science in Business Informatics, FHDW Hannover

Thesis:

*“International Teams:
Managing Cultural and Time-Based Distances in Projects”*

01.2016 – 06.2017 Master of Arts in Marketing & Sales Management, FHDW Hannover

Thesis:

“Vertriebsstrategie für Gaming-Headsets in Deutschland am Beispiel von Sennheiser” („Sales Strategy for Gaming Headsets in Germany in Example of Sennheiser“)

Work Experience

10.2007 – 04.2012 Editor & Community Manager, Station54 Community Management GmbH, Berlin

- Area of work: Video Games and Cinema
- Community Management for „Spore“, Electronic Arts Deutschland, in a 3 month internship

09.2012 – 10.2015 Dual Student, Sennheiser electronic GmbH & Co. KG,

10.2012 – today Host & Event Manager, FTB Filmtheaterbetriebsgesellschaft mbH, Hildesheim

- Planning of cinema events and acquisition of sponsors
- Anchoring of planned events and –programs

10.2015 – today Software Developer, Sennheiser electronic GmbH & Co. KG,

- Administration of a B2B eCommerce platform
- CRM Consultancy

Languages

German Mother Tongue

English	Fluent
Spanish	Basic Knowledge
Danish	Basic Knowledge

Skills and Certificates

Programing/ Development/ Technology	C#, Java, SQL, HTML/CSS BPMN, UML 2.0, Unity 3D, Virtual Reality (SteamVR), Augmented Reality (HoloLens + Vuforia)
Microsoft Office	Excel, Word, Powerpoint, Outlook, OneNote, Teams
Moderation	Presentation, Entertainment
Event Management	Cinema
CRM	SugarCRM – Usage, administration and development
Sales Management	Lead Management, Channel Policy,
Online-Distribution	B2B Ecommerce (SmarterCommerce),

Additional skills:
Blender 3D-Modelling (Basics), Sound Editing (Audacity)

„Siegerteam 2016 - Vertriebsplan-Wettbewerb“ („Winning Team 2016 – Sales Planning Competition“)

Developing a Sales Plan for a Retail Bike Shop in Hannover in cooperation with the *FHDW Hannover* and *Hannover Impuls*.

Voluntary Commitment

05.2007 – 05.2011	Youth leader at protestant church Söhlde
12.2010 – heute	Member at <i>Steinbrücker Kreis protestantischer Christen zur Förderung der Jugendarbeit e.V.</i> , Church Söhlde („Protestant christians for supporting youth work“)



04.03.2017