

Curriculum Vitae

Kai Opitz

Date of birth: 28.11.1992
Nationality: German
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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

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|---------|-----------------|
| English | Fluent |
| Spanish | Basic Knowledge |
| Danish | Basic Knowledge |

Skills and Certificates

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|---|---|
| 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

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|-------------------|---|
| 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