

**Kai Opitz**

**Curriculum Vitae**



## Personal Information

Date of birth:	28.11.1992	E-Mail:	kai@kai-opitz.com
Nationality:	German	Phone:	+49 176 229 019 08
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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  
Responsible for writing articles for video games related to Steam and Valve. Recording and summarizing the community’s feedback. Underwent a 3 month internship in the offices in Berlin for community management. There, I recorded the community feedback for the game “Spore” for the contractor Electronic Arts Deutschland and provided first level support for users in the Spore forums.

09.2012 – 10.2015 Dual Student, Sennheiser electronic GmbH & Co. KG, Wedemark  
I worked in the Sennheiser IT Project Management department and wrote software to automate internal processes, such as the creation of middleware projects. Besides these I took part in project tasks, such as the integration of a B2B eCommerce platform.

10.2012 – today Host & Event Manager, FTB Filmtheaterbetriebsgesellschaft mbH, Hildesheim  
Planning special events at my local cinema and organize the pre-shows of two formats. The tasks include the creative work (the event itself), acquisition of sponsors and anchoring the event/show.

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

- CRM:** I do consultancy for the business units and assist in realizing automation and administration of lead processing within the CRM software SugarCRM.
- ERP and Printing:** I do develop printing templates with Transform, to allow printing from Oracle JD Edwards in our production sites and also invoices and shipment letters.

3. **eCommerce:** Development and design, as well as technical administration of a B2B eCommerce platform, which is linked directly to the ERP system. The software in use is SmarterCommerce and Sitefinity CMS.

4. **HCM:** A cloud-based HCM solution from Oracle for recruitment and employee master data is implemented. My tasks are project management in regards of integrating the HCM into our existing software architecture and developing interfaces to Active Directory and our IT ticket software.

5. **Software Development:** Full stack ASP.NET Core development to provide our quality assurance department a customized order tool for internal requests. Interface software, such as for the HCM integration, is based on API development via ASP.NET Core.

## Languages

German	Mother Tongue
English	Fluent

## Skills and Certificates

Programing/ Development/ Technology	C# (.NET, ASP.NET Core, Entity Framework), Java, SQL, HTML/CSS, BPMN, UML 2.0, Unity3D, Virtual Reality (SteamVR), Augmented Reality (HoloLens + Vuforia)
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Moderation	Presentation, Entertainment
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Event Management	Cinema, Meetup, Sponsor Acquisition
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CRM	SugarCRM – Usage, administration and development
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Sales Management	Lead Management, Channel Policy
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„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
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12.2010 – today	Member at <i>Steinbrücker Kreis protestantischer Christen zur Förderung der Jugendarbeit e.V.</i> , Church Söhlde („Protestant christians for supporting youth work“)
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Kai Opitz,

04.08.2018