



## **Wolfgang H. Kurpiers**

### **Present Position:**

SCORE District Director

### **Last Held Business Position:**

Manager, Marketing Programs, IBM

### **Career Summary:**

Different marketing management assignments, US and overseas. While IBM is a Fortune 500 company, the assignments dealt with a small company (5-45 MM) environment. In IBM, startup organizations were called "Independent Business Units" which experienced similar challenges as any startup business, with a strong focus on profits. Highly experienced with channel marketing, salesforce development/management. Industry experience spans Manufacturing to Distribution and Industrial Process environment. Helping small business in developing marketing strategies, support and implementation, as well as aiding the reorganizational requirements necessary for the successful transition of a business from a single entrepreneurial environment to a professionally managed company environment.

### **Education:**

Kassel University, Germany, Electrical Engineer, with emphasis on Computer Controlled Process Engineering

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