

Tobias Claus

Hochallee 29-31
20149 Hamburg, Germany
Phone: +49 173 7272258
tobiasclaus@gmx.de

Personal Profile

Dynamic management professional with advanced knowledge in project, solution, bid and key account management in international teams across organisation and country boundaries; more than 18 years experience in the broadcast market with special know-how in networked production systems and related workflows; proven ability to combine strategy with flexibility; strong-minded to bring a project to a termination; with advanced communication skills to difficult audiences, moving among a variety of cultural contexts

Objective

A challenging senior management position, further developing and adding to my skills and abilities, broadening my own horizon.

Experience

Senior Account Manager, RIEDEL Communications GmbH & Co. KG, Wuppertal, Germany
(January 2013 to present)

- Key account management across Germany's broadcast market
- Sales management of Riedel's manufactured products: Intercom, MediorNet and Rocknet
- Sales management of distributed radio products from Motorola, Hytera and wireless video products from Cobham
- Sales management for rental project solutions in live production, IT-infrastructure and Ri-link global fibre service

Project Manager, Sony Professional Solutions Europe, Cologne, Germany
(November 2010 to December 2012)

- Project management for Sonaps news production systems at TPC and RTR SRG-group Switzerland
- Pre-sales project management for Media Backbone Conductor as integration and workflow orchestration platform for the SRG Media Explorer project in Switzerland
- Bid management for several tenders in the range of broadcast, digital cinema, digital signage or stadiums

Solution Manager networked production, Sony Professional Solutions Europe, Cologne, Germany (April 2007 to November 2010)

- Project management and bid management for several projects in the range of broadcast (e.g. N24, Sat1 Norddeutschland), digital signage (e.g. Thalia Holding) or stadiums (Werder Bremen)

- Solution management for system integration of the Sony XDCAM-Cart with Harris automation software
- Management for several open tendering for system- and EB-cameras
- Management of sub-contractors

Product Manager, Sony Professional Solutions Europe, Cologne, Germany
(November 2005 to April 2007)

- Responsible for Sony's networked production products like DVStation, HDXchange, Media Venue, XDCAM-Cart, Petasite, XPRI-NS and SONAPS
- Marketing events and pre-sales support
- Product evaluation for strategic product planning and roadmap developments

Internship, Norddeutscher Rundfunk / ARD-aktuell, Hamburg
(November 2003 to February 2004)

- Research studies for diploma thesis: "ARD-aktuell Newsroom production system"

Associate Producer, low budget film: "Strafversetzt", 75 min, morganafilms, Hamburg
(October 2002 to August 2003)

- In parallel to studies, <http://www.morganafilms.de>

Education

Engineering Graduate Media Technologies (Dipl.Ing. Medientechnik)
University of Applied Sciences, Hamburg (March 2005), final grade: 1,0

Discontinued studies in law
Georg August University, Göttingen (August 98)

University-entrance diploma
Werner von Siemens Gymnasium, Bad Harzburg, (1996), final grade: 2,6

Skills

Certificate: PRINZ II practitioner

Computer: Microsoft Office, basic skills of established NLE-software, Mac OS, Linux

Language: german (native), english (fluent), french (basic), russian (basic)

Activities / Hobbies

Travelling, football, fitness, music, literature and film

References

Available upon request