

Contact

peter@opdemom.de

www.linkedin.com/in/opdemom
(LinkedIn)

twitter.com/opdemom (Company)

[instagram.com](https://www.instagram.com/opdemom) (Personal)

Top Skills

Telecommunications

Mobile Devices

Strategy

Languages

German (Native or Bilingual)

English (Native or Bilingual)

French (Limited Working)

Publications

Strategische Allianzen und Wettbewerb - Das Beispiel des US-Marktes fuer internationale Telekommunikation

Convergence and Regulation: Deutsche Telekom's perspective

Digital Business

Peter Opdemom

MD with Passion, Optimism & Perseverance

Cologne

Summary

Peter Opdemom

has 20+ years of consumer industry experience working for Deutsche Telekom AG, Veba Telecom and Eutelis Consult.

has led cross-functional teams in several European countries and the USA during long-term assignments

is a leader and expert in e-commerce with a passion for B2C Marketing

holds a Ph.D. in Economics

recent and current references:

<http://www.congstar.de>

<http://www.fcbayernmobil.de>

Experience

congstar

Managing Director

October 2016 - Present (4 years 3 months)

Cologne Area, Germany

responsible for Marketing, Sales and Customer Service

FOM Hochschule für Oekonomie & Management

Visiting Lecturer - Digital Marketing, Transformational Leadership

February 2019 - Present (1 year 11 months)

Cologne Bonn Region

Deutsche Telekom

Senior Vice President Mobile Wholesale

September 2013 - September 2016 (3 years 1 month)

Bonn

Drove all Marketing, plus in a second step all Sales and Marketing Activities for the Mobile Wholesale segment of Telekom Deutschland GmbH

MD of Telekom Deutschland Multibrand GmbH, offering Mobile Services together with Premium Partner Brands

T-Mobile US

4 years 6 months

Senior Director, B2B Finance & Analytics

April 2012 - August 2013 (1 year 5 months)

Bellevue, Washington

Supported and steered all B2B sales channels: orchestrates monthly performance reviews; aligns with executives on priorities for acquisition and retention offers, determines B2B handset pricing, compensation & incentives

Owned all subscriber, opex and revenue forecasting for T-Mobile US B2B channels

Managed B2B Deal Desk with 50,000+ per months lines deal approvals and governs Deal Review Board

Consolidated B2B Business Intelligence for the channel

Senior Director, Channel Steering & B2B

December 2010 - April 2012 (1 year 5 months)

Bellevue, Washington

Drove Market Invest Decisions for B2B and Indirect

Optimized Customer Acquisition and Retention Cost within given Opex Budget

Executed Channel Strategy to maximise Channel Return on Invest for Indirect Wireless Sales Channels as well as Direct B2B Sales Channel

Director, Wholesale, Partner Relationship Management

March 2009 - December 2010 (1 year 10 months)

Commercial Ownership of International and Domestic Roaming & MVNO for TM US

T-Mobile International

3 years 5 months

VP Channel Management; Sales and Customer Service

January 2007 - February 2009 (2 years 2 months)

Sales Strategy; International Best Practice Sharing in Acquisition and Retention Sales Activities; Sales Controlling Function on Acquisition and Retention Budget across the T-Mobile Group in Europe

VP Business Development, Wholesale

October 2005 - December 2006 (1 year 3 months)

responsible for driving Business Development opportunities in Deutsche Telekom's wireless assets in Europe

T-Mobile UK

Head of Business Development, Wholesale

March 2004 - September 2005 (1 year 7 months)

responsible for all New Wholesale Partnerships T-Mobile is evaluating with potential New Service Provider/ MVNO partners

responsible for All Wholesale Pricing with all existing and new Wholesale Partners

T-Mobile International

Business Development Manager

May 2002 - March 2004 (1 year 11 months)

supported wireless shareholdings in western European Markets to evaluate and launch wholesale opportunities

Deutsche Telekom

Senior Manager Regulatory Affairs

May 1999 - May 2002 (3 years 1 month)

specialized in mobile access and internet regulation

E.ON AG

Public Policy Manager

May 1999 - May 2000 (1 year 1 month)

specialized in mobile regulation for EONs wireless assets

Eutelis Consult GmbH

Consultant

October 1997 - June 1998 (9 months)

consulted in interconnection and wholesale matters

Education

Universität zu Köln

Masters & Ph.D, Economics · (1991 - 1997)

Rheinische Friedrich-Wilhelms-Universität Bonn

Vordiplom, Economics · (1989 - 1991)

Julius Stursberg Gymnasium

Abitur, High School · (1981 - 1988)

Sonoma Valley High School

High School Diploma, Allgemeine Ausbildung · (1985 - 1986)